A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

January 13, 1964

The United States
Department of Commerce
Invites You to . . .

Do Business in Eastern Africa

The United States
Department of Commerce
Invites You to . . .

Sell in Austria & Switzerland

The United States
Department of Commerce
Invites You to . . .

TRADE WITH HONG KONG & MALAYSIA

Business Bulletins *from around the world*

BELGIUM—Industrial production for October was 7% above same month of 1962. November production increase estimated at 9% over same month last year.

Provisional estimates for 1963 yearly cost-of-living index about 115 (1953 = 100), 2 percent above 1962.

Bell and Howell, Chicago, forms Bell and Howell Belgium, S.A. with initial capital of $200,000. New firm will manufacture, sell, distribute full line of Bell and Howell products.

BENELUX—Custom duty rate on imports of raw aluminum from U.S., other non-Common Market countries increased from 2.7 to 5.4%, effective last December 1. Originally scheduled for July 1, increase not put into effect due to discussions pending between Dutch and Belgian authorities.

DENMARK—Ministry of Agriculture announces that bakers allowed to use 20% of imported rye for production of rye bread during remainder of 1963-64 crop year. Embargo lifted as of December 15; remains valid until July 31.

Parliament passes bill authorizing construction of vehicular tunnel under Lime Fjord at Aalborg, northern Jutland. Construction costs estimated at upwards of $20,000,000. Further information can be obtained from Ministry of Public Works, Slotsholmsgade 10, Copenhagen.

EL SALVADOR—First stock exchange company, La Bolsa de El Salvador, formally incorporated with authorized capital of $40,000 divided into 20,000 shares each with par value of $2.00. Objectives of first stock exchange are providing focal point for security transactions; protecting investing public; furnishing accurate quotations for Salvadoran and Central American securities; regulating, governing, protecting members of exchange; maintaining high business standards among members.

FRANCE—Recent U.S. establishments are Kimberley Clark Corp. subsidiary, Le Tabac Reconstitue in Paris to reconstitute tobacco from French Tobacco Monopoly's refuse. New U.S. investment bank in Paris, Compagnie Europeenne de Banque, 50% owned by Transamerica Corp., San Francisco; balance by U.S., European investors, with individual participation limited to 10%. Bank to be active mainly in plant equipment financing, real estate development. Two joint ventures in leasing field: Leaseway Transportation Corp. of Cleveland, Banque de l'Union Parisienne, capital $50,000, Concord Financial Corp., Los Angeles, Societe Generale, capital $1 million.

INDIA—Ministry of International Trade submits to Parliament "master plan" to increase iron ore exports to 30 million tons by end of the Fourth Five Year Plan in 1971. It calls for development of mines, rail transport, port facilities, gradual acquisition of ore-carrier fleet at cost of approx. $630 million including foreign exchange component of $147 million. During fiscal year 1962-63, iron ore exports from India amounted to 9 million tons; target for 1965-66 is 16 million tons.

JAMAICA—Government enters into $13 million plus contract with consortium of American-based firms, Raymond International, Raymond Concrete Co. of the Americas, Construction Emkay, S.A. for construction of portion of Sandy Gully drainage system to form basis of comprehensive surface water drainage scheme for western part of Kingston. Completion of project to minimize, if not eliminate, extensive flooding in West Kingston area.

JORDAN—Arab Pharmaceutical Manufacturing Company, capitalized at $560,000, sells all shares to public and government; now plans to call for tenders for supply of plant machinery, laboratory equipment. English firm providing consulting services, and "Dralle" of West Germany licenses company to produce cosmetics.

NETHERLANDS—Woolcombers Zeeland, U.S.-British-Dutch combine, to establish $7 million plant for combing wool in Zeeland province.

Van Doorne's Automobile Works (DAF) establishes DAF-Italia SPA in Milan, Italy, for importation of DAF products, sales, distribution, service.

Forty-meter television aerial erected in The Hague to allow direct reception of programs from outside country.

SWEDEN—Government to remove seasonal import restrictions on apples January 17. Embargo on pears lifted in November.

TAIWAN—Country's largest American private investment to date, $22.5 million urea/ammonia plant, opens at Miaoli. Joint investment of Socony Mobil, Allied Chemical, China Petroleum Corp., plant utilizing abundant natural gas at Chinchui Field in expected annual production of 100,000 tons of urea, 50,000 tons of ammonia.

TURKEY—One-year trade agreement concluded with Cyprus, authorizing exchange of goods under current import and export legislation in force in each country. Pact to be extended automatically for another year at end of each 1-year period, unless terminated by one of parties. It does not specify goods which may be exchanged.

UNITED ARAB REPUBLIC—Commercial radio station broadcasting in Arabic to Near East 16 hours a day planned near Port Said. Programs to consist of music, light entertainment with spot advertisements. U.A.R. hopes U.S. exporters will purchase some advertising.

UNITED KINGDOM—Large British textile producer, Courtaulds, Ltd., Swedish Kooperativa Forbundet, K. F. (The Swedish Cooperative Union), enter into collaboration agreement under which Courtaulds acquires 49% interest in Svenska Rayon, wholly-owned manufacturing subsidiary of K.F. for payment of about $4.2 million. Courtaulds also to build nylon production plant in Sweden; share technical information, research with Swedish Cooperative. Each party to agreement to make marketing facilities available to other to give Courtaulds access to Swedish market through 6,000 K.F. stores which have about 15% of Sweden's retail textile trade.

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the cover

Eighteen thousand invitations are being issued by Department of Commerce regional field offices to exporters and potential exporters interested in sales in Austria, Switzerland, Hong Kong, Malaysia and East African countries. A list of the host cities will be found on page 2, with more details of the meetings. NOTE—the meetings are open to the public, whether or not you receive a formal notice. Trade Mission members are presenting an interesting report.

International Commerce

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Special Reports

Trade outlook for Canada, Denmark, Honduras

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Hundreds of Market leads

Meetings slated from New York to California to hear trade mission reports

Opportunities to hear first-hand reports by trade mission members returning from Europe, the Far East, and Africa will be offered to businessmen from New York to California through a series of meetings scheduled for January 21 to February 14.

Details of some 850 definite opportunities for export sales, plus about 270 investment possibilities, have been brought back by the 15 business leaders from 11 states who served on the recent missions to Austria and Switzerland, Malaysia and Hong Kong, and the East African markets of Kenya, Uganda, Tanganyika, and the "spice island" of Zanzibar. Sponsored by the Bureau of International Commerce, U.S. Department of Commerce, the trade missions also held discussions at overseas Trade Information Centers concerning more than 1,000 business proposals submitted to BIC by U.S. firms

Host cities

Post-mission meetings under the auspices of chambers of commerce, world trade clubs, and Department of Commerce field offices will begin January 21 in Portland (Oregon) and Philadelphia. The schedule includes January 22 meetings in Seattle, Chicago, Los Angeles, and Richmond, January 23 gatherings in San Francisco, Dallas, and Birmingham, and January 24 get-togethers in St. Louis and Atlanta. February dates and places are: February 11, New York City; February 13, Indianapolis and Baltimore; and February 14, Boston and Oklahoma City.

Evidence of overseas demand for a wide range of raw materials, consumer goods, and capital equipment will be presented to the American business community by the returning mission members. Among the promising fields are food-processing equipment, textiles—primarily miracle fibers, pharmaceuticals, electrical appliances, wearing apparel, foodstuffs, housewares, novelties, camping, hiking and skiing equipment, and toys and games.

Good prospects for expanded U. S. exports were found for trucks, air conditioners, farm machinery, road-building equipment, mining apparatus, and irrigation equipment. Interest also was shown in hardware, cosmetics and toiletries, office supplies and equipment, light-weight metal furniture and fixtures, and building materials.

Malaysia-Hong Kong mission members coming to Portland, Ore., for the January 21 meeting are: Lester L. Wolff, president, Co-ordinated Marketing Agency, Inc., New York City, counselors to supermarket chains in advertising, promotion, merchandising, and policy; Douglas J. Bennet, president, Brewster Corp., Old Lyme, Conn., a marketing and distribution firm; William O. Sword, president, Petroleum Service Co., Wilkes Barre, Pa.; George H. Paul, director of international sales, Levolor Lorentzen, Inc., New York City, venetian blind manufacturers; and Frank M. Cruger, president, Indiana Manufacturers Supply Co., Indianapolis, Ind., distributors of woodworking and metalworking machinery, industrial equipment and supplies. The mission's director, Milton A. Berger, and its trade development officer, S. David Horner, will also participate actively in the Portland meeting. Mr. Berger is deputy director of the Office of Commercial and Financial Policy, BIC, and Mr. Horner is director of the Investment Resources Division, BIC.

Switzerland-Austria mission findings will be presented at the January 21 Philadelphia meeting by Joseph B. Hall, board chairman and chief executive officer, Kroger Co., Cincinnati, operators of over 1,360 supermarkets; Samuel S. Wurtzel, president, Wards Co., Richmond, specialists in home appliances, radios, and television; Charles E. Snell, retail merchandise consultant, Norm Thompson Co., Portland, Ore., specialists in clothes and sports and leisure merchandise; Charles Levy, board chairman, S. P. Dunham & Co., largest privately owned department store in Trenton, N.J.; and Marvin Barab, marketing research manager, Mattel, Inc. Accompanying the members will be the mission's director and its trade development officer—Dr. Walter Buchdahl, assistant to the Director for Regional Affairs, European Division, BIC, and James E. Murrin, senior plans officer, Trade Centers Division, BIC.

East Africa mission members coming to New York for the February 11 meeting are William Robert Kapp, economist, Pfizer International, New York, one of the largest U.S. manufacturers of pharmaceuticals and chemicals; Erasmus H. Kloman, Jr., investment economist, American Metal Climax, Inc., New York, one of America's largest investors in Africa; Marvin W. Melton, partner in Melton Brothers Equipment Co., Jonesboro and Trumann, Ark.; and Jake Simmons, Jr., president, Simmons Royalty Co., Muskogee, Okla., independent oil producer and cattle rancher. With the members will be the mission's director and its trade development officer—Bernard Blankenheimer, director, Africa Division, BIC, and Robert Wilbourn, chief, Trade Development Staff, Trade Missions Division, BIC.

Teams from the missions will report at meetings in Los Angeles, Richmond, Birmingham, Dallas, San Francisco, St. Louis, Atlanta, Indianapolis, Baltimore, Boston, and Oklahoma City.

WORD FROM THE FIELD: Joseph A. Mack (standing), director, U.S. Trade Mission to France and deputy director, Department of Commerce field services, reports to a Chicago meeting on mission findings.

GRAIN ELEVATORS: East of Port Arthur, Ontario, stand these elevators, looking out on shipyards and a paper plant. (All photographs by Nat'l Film B'd, Ottawa.)

Canadian business leaders make optimistic forecast for 1964; rising U.S. exports expected

Economic upswing likely to be more marked than spurt in U.S. items as domestic producers sharpen competition

By LEONARD H. PRICE
Commercial Attache, Ottawa

"Confidence—that prime indicator of the business pulse—has been running high in Canada in recent months and with good reason. Exchange reserves are substantial, our balance of payments position has improved thanks to a sizable increase in exports, and the recent wheat deals give assurance of a near-term prosperity on the Prairies that is bound to be reflected throughout the entire economy."

LEONARD H. PRICE

This comment by a leading Canadian business executive was cited by Toronto's *Financial Post* as typifying the "optimism" currently prevailing among 135 top Canadian business executives who helped prepare a special economic forecast for 1964. Observers noted that the $500 million wheat order from the Soviet Union toward the end of the last quarter was a major factor in bolstering the Canadian balance of payments position, another development which gave the economy a forward surge.

While the Canadian outlook for 1964 should not be overdrawn, the fact remains that economic activity increased appreciably in 1963 and the forward movement is expected to continue in the new year. Larger sales in the domestic market, greater and more diversified markets abroad, better profits after taxes, larger capital outlays, more jobs, increased consumer spending, and side effects from the big wheat sales are all cited by most businessmen and economists as bases for optimism. Another factor is the stronger support expected to come from Government spending.

Rising U.S. exports seen

These developments may reasonably be expected to have an encouraging effect on the volume of U.S. exports to Canada in 1964, but the size of the increase is difficult to predict with accuracy at this time. One current unknown is the possibility of a U.S. tax cut which Canadian financial experts feel would give United States firms and

the author

Now in his third year at his post in Ottawa, Mr. Price has seen three decades of service for the State Department and other agencies and is an old hand in dealing with the countries of this hemisphere. He is a graduate of George Washington University and Georgetown University Law School and belongs to the Maryland bar.

corporations a competitive advantage.

The more important categories of commodities exported from the United States to Canada include industrial machinery and machine tools, agricultural implements, automobiles and auto parts, cotton and synthetic textiles, chemicals, foods, and electrical products. While machine tool imports from the United States are expected to increase in 1964 at about the same rate as in 1963, the rate of increase of all industrial equipment imports may drop slightly owing to certain changes in demand.

Some changes in this field have been brought about by large investments in electrical generating equipment, pulp and paper machinery, and steel rolling-mill equipment being produced on an increasing scale in Canada. Agricultural implements imported from the United States in the first 8 months of 1963 increased about 45% over 1962 and while it is not expected that a comparable increase will occur in 1964, the outlook is still good. The United States is expected to obtain a large share of the expanding Canadian market. With the exception of some of the larger cars, there is a relatively small market in Canada for American automobiles completely assembled because most of the popular United States models come off Canadian production lines. This situation is not expected to change in 1964, although a more affluent Canadian society could step up purchase of the bigger United States models.

Textiles, food

Both cotton and synthetic textile imports from third countries are expected to continue to increase at the expense of U.S. and United Kingdom exports owing to lower prices in other sources of supply. With respect to raw cotton, however, the United States is expected to continue to be a principal supplier so long as the present price advantage remains the same.

In the area of chemicals, the United States will continue in a strong position. America has been the source of over 85% of chemicals imported into Canada during the past years and this percentage is expected to increase somewhat in 1964 because of higher Canadian consumption and a lesser rate of import replacement by domestic production.

Canada's total imports of foods have increased about 3% in 1963. This trend is expected to continue in 1964. Because the United States is the principal supplier, exports from the United States are expected to follow this pattern.

In the first 7 months of 1963 as compared with the same period of 1962, electrical imports from the United States fell more rapidly than total electrical imports from all countries. The drop was accentuated by the large inflow of United States electrical products in 1962, which registered an all-time high. The more rapid decrease in imports from the United States, compared with those from other countries, reflects some shifting of Canadian electrical purchases to off-shore suppliers. In the same period there has been an increase in shipments of production parts and subassemblies to Canadian subsidiaries from their American parent firms. This trade is leading to a greater emphasis upon Canadian assembly, and in turn is contributing to the ability of the Canadian industry to increase its share of the domestic market.

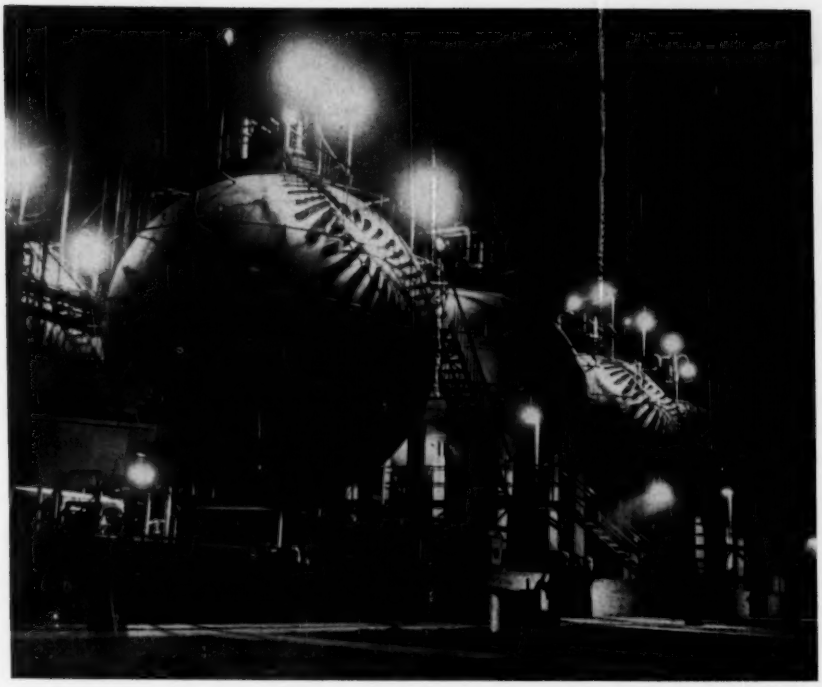
Electrical items sought

Electrical products still add up to big business in Canada and offer a corresponding challenge to the U.S. supplier. The Canadian market for all electrical products is expected to grow by about $100,000,000 (Canadian) in 1964. Assuming that Canada's electrical industry continues to respond to imports by making full and efficient use of its own production facilities, no drastic changes in market shares are forecast. It is probably reasonable to assume that U.S. suppliers in 1964 will not attain their 1962 share of the Canadian market—22.2%. They could make some gains over the 19.8% and the 19.2% held in 1961 and 1963, respectively. On this basis, U.S. exports to Canada in 1964 could increase by as much as 8%, only slightly below the 8.5% rate of increase now forecast for imports of electrical products from all countries. Here again, electric power development in Canada—involving some major projects—could boost the level of U.S. imports.

Canadian competition

As a general trend, total imports from the United States may be expected to increase somewhat in 1964 over 1963 although not in proportion to the general improvement in the Canadian economy. Many Canadian producers have been developing their ability to satisfy Canadian demands. The same outlook probably applies to all imports from other countries. Canadians have been working hard to stimulate domestic production and boost export trade. A new Department of Industry at Ottawa is serving as catalyst for the export drive, already mak-

TOOL INDUSTRY: To produce a hard-wearing surface over steel base, oxy-acetylene torch applies stellite at the Deloro plant in Belleville, Ontario.



'POLYSPHERES': Trade mark of the Polymer Corporation at Sarnia, Ontario, are these Horton spheres, which also provided the inspiration for the name of the house organ circulated among plant workers.

ing progress internationally under direction of Minister C. M. Drury.

No appreciable departure from the present Canadian import pattern is anticipated in relation to third countries competing for markets normally supplied from the United States. In other words, the U.S. competitive position may be expected to remain comparatively unaffected by export expansion activities of other countries in the Canadian market. These countries participate from time to time in trade fairs held in Canada, and occasionally a trade mission will visit the country in an effort to develop new markets. These efforts, however, have not yet caused any important changes in the pattern of Canadian imports. U.S. exports to Canada stood at a level of about $4.2 billion (United States) last year.

GNP up 6%

Canada's gross national product is expected to climb again in 1964—probably not by as much as the 8% increase registered in 1962, but perhaps nearer the 6% rise now estimated to have been realized in 1963. Much will depend upon the continued activity of the U.S. economy. Canadian business forecasters frankly admit that much of the strength of the Canadian economy is due to the vigorous economic growth of the United States, which has had a direct bearing on Canadian exports. In the past year in which trade with others has developed so strongly, shipments to the United States have also continued to gain.

The changing pattern of the expanding Canadian market should not deter or discourage potential United States exporters to Canada. It only points up the fact, which applies to other major trading areas as well, that the invention of a new mouse trap is no longer in itself sufficient to cause the world to beat a path to your door; one must now get out and sell the product.

There are many opportunities for U.S. exporters to develop new outlets in Canada for their products, old or new, provided they are willing to devote the necessary time, energy and imagination to the effort. American products are popular in Canada, where their reputation for price, quality and service is high. For this reason the U.S. businessman has a built-in headstart in the competition for new customers. It is no accident that Canada and the United States are each other's best customer. This relationship should flourish in the years ahead.

Helpful guidance in finding new opportunities or expanding present ones is always available at the Department of Commerce in Washington, D.C., or at its field offices throughout the United States. Moreover, the U.S. Embassy in Ottawa and U.S. consular posts throughout Canada stand ready at all times to facilitate personal visits by businessmen, establish contacts, and provide such other services as may be considered helpful.

Tanganyika forecasts 1970 industrial consumption

The Tanganyika Ministry of Development Planning, in conjunction with its work on the forthcoming Five-Year Development Plan, has prepared a forecast of domestic consumption for industrial products in 1970. Large increases are expected in the demand for chemicals and related products, especially fertilizers, sulphuric acid, plastics, tires and pharmaceutical products; mechanical and electric equipment; shoes, and synthetic fabrics.

The value of net industrial output in 1970 was originally projected at $70 million, but a recent study of industrial development possibilities led the Ministry to revise this goal upward to $92.4 million. Net industrial output amounted to $25.2 million in 1961.

The five-year plan projects an average annual rate of growth of 6.2% for gross domestic product and 4% for income per capita. Between 1954 and 1960, the increase in real GDP was probably somewhere around 5% with income per head rising some 2-3% annually. The principal factor contributing to this growth was the rising volume and value of a broad range of agricultural and mineral exports.

Only in recent years has there been a steady expansion of secondary industry. Early indications are that the forthcoming plan will attempt to continue this trend by emphasizing and encouraging the growth of further private enterprise.

Special Trade Outlook Reports being published

A series of articles, written by U.S. Embassy personnel in some 50 countries, is scheduled for publication in the next few months in INTERNATIONAL COMMERCE. The articles, 3 of which are published in this issue, report on the trade outlook for U.S. businessmen in the principal trading markets of the world. The first of the series appeared in the January 6th issue, on Sweden, and was written by Commercial Attache Gustav E. Larson. Reports from Denmark, Canada and Honduras appear this week.

Also scheduled for publication January 27th is a special issue devoted to trade possibilities in Italy, in connection with the opening of the U.S. Trade Center at Milan on January 28th.

Trade outlook in Denmark is favorable with moderate expansion possible in 1964

Price, profit and wage controls in 1963 established economic stability; trend toward industrialization indicates market for producer's machinery to rise

By MARION E. ANDERSON
Commercial Attache, Denmark

The economic stability achieved by Denmark in 1963 by means of price, profit and wage controls, and the increased competitiveness of Danish exports in foreign markets, are expected to carry over into 1964. With production costs relatively stable and indications that trade conditions will remain favorable in the months ahead, it is anticipated that the Danish economy can expand moderately this year. Although industrial investment in 1963 declined slightly from the unusually high level of 1962, some resurgence should take place in 1964, due to the need for Danish industry to continue to modernize in order to keep its exports competitive in world markets.

MARION ANDERSON

Since the trend towards further industrialization in Denmark is still in process, imports of raw materials and producers' machinery should continue to rise. The latter is an area which appears to be promising for U.S. exports. There are, however, signs that a levelling off in the rate of increase of imports of consumer goods has set in. Nevertheless, given the continuation of competitive prices for U.S. products which apparently existed in 1963, the granting of favorable credit terms, and the interest in and effort to tailor goods for the Danish market, there is every reason to believe that the U.S. can increase its total exports to Denmark in 1964.

Industrial products

An optimistic outlook for expanding U.S. exports of machinery and equipment may be substantiated by a review of the preliminary import statistics for 1963. During the period January-October, compared with the same months in 1962 (on which periods all statistics in this report are based), the value of imports of electrical and nonelectrical machinery and equipment from the U.S. increased 39%, bringing the U.S. share of the Danish market in this area up to 9% from 7%. This was accomplished with an overall increase of imports in this category of only 4% and with imports from our chief competitors, West Germany, the United Kingdom and Sweden, up 2% and down 2% and 6%, respectively.

If Danish exports of manufactured goods and processed agricultural products are to remain competitive in world markets over a long period, automation and rationalization of production processes and methods are mandatory. As pointed out by the U.S. Machinery and Equipment Trade Mission which visited Denmark in June 1963, opportunities exist for American manufacturers to export to Denmark packaging and packing machinery, food processing and materials handling equipment, electronic components and metal and woodworking machinery, among other industrial products.

In order to expand the U.S. share of the Danish market for industrial goods, U.S. manufacturers, in addition to maintaining competitive prices and favorable credit terms, must be willing to provide machinery of a more modest capacity than that which is geared to producing for a mass market the size of the United States. Although Danish industry need machinery which will increase output without requiring additional labor its potential investment capabilities and export markets preclude the requirement for super-capacity machinery.

FCIA benefits

The benefits of FCIA export credit insurance which can accrue to U.S. exporters have already been demonstrated in Denmark. Machinery for a plant producing equipment under a NATO contract and several aircraft for private use have been ordered from U.S. firms which were able to grant favorable credit by taking advantage of the FCIA insurance provisions. Since money is still tight in Denmark, this resource is an important factor in the expansion of U.S. exports to this country.

Despite the optimism expressed in the foregoing paragraphs, there is one sector of the Danish economy which is showing signs of softening and which could affect the demand for imports. The shipbuilding industry, with its related suppliers, is beginning to suffer from a lack of new orders, due principally to a slackening in world demand and the relatively high Danish costs in this particular field.

Agricultural products

The U.S. position as principal supplier of grains, feedstuffs, and oilseeds to Denmark can be expected to continue in 1964. Russia's inability to export oilseeds or oilcakes and meals to Denmark in 1964 should improve the opportunity for the United States to sell more soybeans, as well as cottonseed or soybean meal, to replace the supply normally imported from Russia.

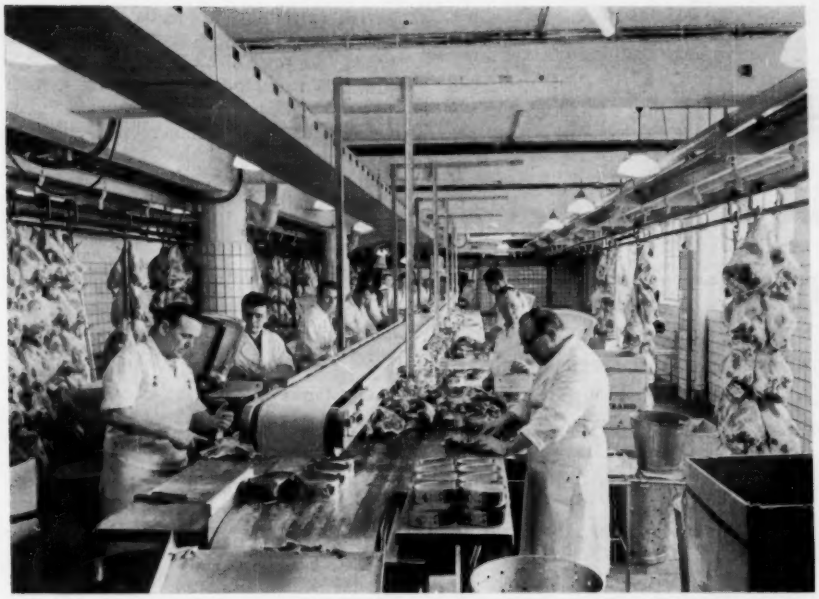
Because of the poor quality of the 1963 rye crop, Denmark has lifted the import embargo on rye. This action provides opportunity for the United States to sell up to 15,000 metric tons of rye for production of rye bread until the next Danish rye crop is harvested in August.

Exports of U.S. feedgrains to Denmark declined 51% in 1963 because of the record Danish harvest the previous year. Prospects for exports of U.S. grain to Denmark are only slightly better in 1964 since the 1963 harvest was nearly as large as the year before; however, the low quality of much of the crop may tend to encourage some increase in imports. Wheat imports are permitted only for production of export products and little increase is expected unless flour sales should develop to Russia.

Slight increases in Danish imports of U.S. citrus fruit can be expected if supplies permit. On the other hand, there will be no change from the April-July period for unrestricted imports of fresh apples or the February 1-July 15 period for pears, so that no increase can be

the author

Miss Anderson entered Government service in 1945. She has served at posts in Stockholm, Sao Paulo, Sydney, and Manila. After being detailed to the Department of Commerce in 1958, she was appointed to her present position in 1960.



DANISH HAMS FOR EXPORT: Exports of canned hams, bacon and sausage are important to Danish foreign exchange earnings. Above: production line in plant of pioneer exporter of Danish canned meat products.

expected in sales of these fresh fruits. However, the liberalization of canned apple products from import controls is scheduled for January 1964 and should be of particular interest to U.S. apple canners.

The U.S. is the major supplier of tobacco for cigarette production and expected to continue to be unless the large Rhodesian crop of flue-cured tobacco adversely affects U.S. sales. The sales of U.S. cotton are expected to increase slightly as low carryover stocks are increased; also, U.S. cotton may increase its share of imports if it is priced competitively.

Consumer goods

Despite a levelling off in the rate of increase of consumer goods imports during 1963, imports of soft goods from the United States in the first ten months of 1963 were higher than previous years. For example, though total imports of textiles and textile products fell about 3%, imports from the United States were up 21% over the same months in 1962.

If the 1963 Christmas season is any criterion, American manufacturers should be able to expand their exports of consumer goods in 1964. Two of the largest Copenhagen department stores, the chief source for American goods, have lavished window and interior display and advertising of American merchandise at a far greater rate than on goods from any other country. Department store buyers look for the extra eye appeal, novelty and touch of luxury at reasonable prices offered in particular by American lingerie, housecoats, turkish towels and bath mats, gift packaging ribbons and household gadgets.

American clothing manufacturers still face an uphill battle to increase their share of the Danish market for imported wearing apparel, such as coats, suits and dresses. Although fabrics and clothing made from cotton and cotton combined with man-made fibers find a fairly ready market here, American woolen clothing is rarely imported, mainly because prices are considered too high in relation to quality and because styles do not conform to European tastes. There is one field, however, in which new interest in American goods is being expressed—babies' and small children's clothing. While there is relatively little market for imported clothing for children from the age of six and up, the indulgence of fond grandparents, godparents, aunts and uncles for the youngest age group opens up a market for imported articles.

Since a saturation point for initial purchases of electric household appliances will not be reached for several years, there is a growing market in Denmark for these products. Marketing experts estimate that only 15% of Danish households have washing machines, only 48% have electric refrigerators, probably only 2% have dishwashers and only 3% clothes driers. In addition to major appliances, there is a market for blenders, mixers, toasters, frying pans, grills, steam irons, hair driers, etc. However, U.S. manufacturers who wish to sell to Denmark must be willing to tailor their products to the Danish taste and to the 220 volt 50 cycle current used in Denmark and bear the expense of having their appliances approved by the Danish authorities. Competition is getting stiffer all the time. For example, a British company has just bought out a Swedish concern, including subsidiaries in Denmark, Norway and Finland, for the purpose of gaining a hold in the Scandinavian market for televisions, radios and refrigerators. Since European manufacturers have an advantage as they already produce appliances suitable for the Danish current, interested U.S. manufacturers will have to move quickly in order to get in this market which is steadily growing due to the rising standard of living.

For certain consumer goods little, if any, opportunity exists for expanding exports of U.S. products which are now being manufactured either in Denmark under license or by American subsidiaries in Europe. The list includes cosmetics, soaps, tooth pastes, paper products such as facial and toilet tissue and towelling, shaving creams, deodorants, canned soups and cereals.

Cleveland office plays matchmaker role effectively

Executive of Swiss firm steered to fruitful contacts in Ohio

A Swiss representative—Heberlein & Co. A.G.—was brought right to the doorstep of several Ohio manufacturers recently by L. J. Bendler, business analyst in the Commerce Department's Cleveland field office.

The contacts were arranged after Heberlein & Co., in a circular letter last summer, announced that it was interested in representing U.S. firms in Switzerland. This led to detailed correspondence from the field office, on the basis of which the Swiss company decided to send one of its executives, Gerold Signer, to the United States.

Interested Ohio manufacturers—principally newcomers to export—had been alerted by the Cleveland field office, and Mr. Bendler performed the introductions for Mr. Signer and assisted in the discussions.

Commercial officers' meetings in Frankfurt, Beirut to weigh ideas for improved services

Commercial reporting, other aids to U.S. exporters due for comprehensive review at Jan. 20-24, Jan. 27-31 gatherings stressing close consultation of field men, Washington

Measures to sharpen and improve the developing U.S. commercial program overseas will be scrutinized and polished at week-long commercial officers' conferences covering Western Europe—to be held in Frankfurt, Germany, January 20-24—and the Near East—to be held in Beirut, Lebanon, January 27-31.

Emphasizing a need for stepped-up services to help American businessmen expand their exports, the conferences will feature discussions of U.S. business interests in Western Europe and the Near East, current developments, export-promotion problems and techniques, country programs, commercial reporting, and conditions affecting business transactions in each area.

Participants

With Under Secretary of Commerce Franklin D. Roosevelt, Jr., scheduled to deliver the keynote address in Frankfurt on January 20, officials of the Bureau of International Commerce, the Business and Defense Services Administration, the Office of Foreign Commercial Services and the United States Travel Service will be on hand to work with the commercial officers at the conferences, as will Robert H. S. Eakens, State Department coordinator for commercial activities. Mr. Roosevelt will proceed to Milan, Italy, for the opening of the U.S. Trade Center there, before going on to the commercial officers' conference in Beirut.

Commerce Department participants will include: John H. Royer, Jr., deputy to the Under Secretary; Thomas G. Wyman, Deputy Assistant Secretary of Commerce for Domestic and International Business; BIC Director Eugene M. Braderman; John W. Black, deputy director, United States Travel Service; Donald S. Gilpatric, director, Office of Foreign Commercial Services; Robert E. Simpson, director, Office of International Regional Economics, BIC; Charles J. Barrett, deputy director, European Division, Office of International Regional Economics, BIC; and D. A. Kearns-Preston, director, Near East-South Asia Division, Office of International Regional Economics, BIC.

Topics

A few of the topics on the comprehensive agenda are: the commercial specialist program, commercial reporting, U.S. trade with the Soviet Bloc, promotion of private foreign investment in the United States, investment in less developed countries, strengthening commercial-officer contacts, the U.S. Travel promotion program, Washington needs for information from the field, major problems encountered in fulfilling commercial intelligence assignments, the Trade Center program, trading opportunities, market research in the field, and field contributions to Kennedy Round negotiations. Both conferences will feature individual consultations between Washington and fieldmen.

Latin letters of credit rise for 6th straight month

Outstanding Latin American letters of credit confirmed by reporting banks in favor of U.S. exporters rose for the sixth consecutive month in November. The Federal Reserve Bank of New York reported that the November total of $166.8 million was the highest since September 1961.

Increases were reported in 14 of the 23 countries covered by the Bank's monthly survey of Latin American export credit experience of 11 commercial banks.

Outstanding draft indebtedness of Latin American importers during November increased $700,000 to $220.7 million, as U.S. exporters drew $29.6 million in new drafts and received $28.9 million in payments.

Rapid economic growth seen if promise of free elections is kept by Honduran military

Increase can be expected in U.S. exports of durable goods; Commercial Attache lists many U.S.-made items in demand; investor's guidance is available

By ANTHONY WINKLER-PRINS
Commercial Attache, Honduras

the author

Mr. Winkler-Prins was born in Indonesia and is a graduate of Carnegie Institute of Technology. He has served in the export field as sales director, district manager, and vice-president of several machinery companies and came with the Department of Commerce in 1960. After serving in Frankfurt, he became Commercial Attache at Tegucigalpa last year.

The military coup d'état of October 3, 1963, which overthrew the constitutional government of President Villeda Morales, created an atmosphere of political uncertainty which, at least temporarily, had a detrimental effect upon general business conditions. Since then the military government has announced a definite plan to hold free elections and to return to a democratic form of government. On the assumption that these plans materialize without political disturbances, Honduras can look forward to rapid economic growth and a bright future.

A. WINKLER-PRINS

The Honduran economy is no longer dependent on bananas as its sole export item. Coffee, lumber, meat and cotton have increased in importance, and the growing and processing of fruits and vegetables offer good possibilities. The current emphasis on road construction will give access to raw materials as well as markets, which makes it feasible to establish industries and processing plants in various parts of the country.

Rich in minerals

A large U.S. company recently surveyed the country for non-ferrous ore deposits, and the Pure Oil Company is drilling for oil. Pine timber is available in large quantities and recent studies indicate the feasibility of erecting a pulp and paper mill.

Although Honduras has more undeveloped mineral resources than any other Central American country, exports of silver, lead and zinc account for only 6.5 percent of total exports. There are at least four million tons of high grade commercial iron ore deposits, warranting the erection of a steel mill.

Aviation has developed rapidly, and the country can boast of 2 major airports and no less than 131 smaller airports scattered throughout the country, thus making it possible to reach areas which are often inaccessible by road. Bids are being invited for the first step in constructing a large international airport for San Pedro Sula, to be called "La Mesa," which eventually will be able to accommodate jet planes.

Low-priced electric power for industries in various parts of the country will be available soon, as a result of the Lake Yojoa-Rio Lindo power development. The first stage of this is the Cañaveral Project with a maximum output of 30,000 k.w., which will fulfill the 104 million kw/hr annual requirements of industry and urban and rural towns in the Central District and the Northwest area of Honduras.

Imports from the U.S.

The dollar value of U.S. exports to Honduras continues to increase, but the U.S. share of total Honduran imports has decreased, in part as a result of the increasing intra-Central American trade, stimulated by the Central American Common Market. According to Honduran Government figures, this share, for the first six months of 1963, amounted to 46%, compared with 51.7% for the year 1962. Such items as certain food products, soaps, cotton yarn, cotton blankets and underclothing, footwear, etc. are now primarily supplied from within the Common Market.

An increase may be expected in U.S. exports of durable goods for industrial use as a result of the industrialization program. There already has been a marked increase in imports of U.S. made trucks, tractors, heavy construction machinery, industrial hand tools, water pumps, steel piping and fixtures, and insulated electric wires and cables. Furthermore, increased purchasing power, resulting from industrialization, is expected to increase the demand for more sophisticated consumer goods, which the U.S. is in a good position to supply.

Honduras will also continue to be an excellent market for U.S. made lubricating oils, medicines, insecticides, twill, cotton knit goods, motor vehicle parts and tires. And in order to equip new industrial plants, there is a potential demand for food processing equipment and packaging machinery, equipment for chemical plants, for textile mills and for the lumber industry.

The United States is losing its share of imported nitrogen fertilizers to West Germany, rayon knit goods to Japan, and steel reinforced rods and barbed wire to Belgium. Although the U.S. is getting a major share of the jeep-type automotive vehicles and of trucks, including pick-ups, it is getting less than half of the passenger car and bus business. There is an excellent opportunity for U.S. manufacturers of small-sized but rugged pasenger cars and buses, as well as of extra heavy duty trucks, to do considerable business, provided aggressive sales organizations with adequate servicing facilities are established.

U.S. advantage

U.S. manufacturers have the advantage of proximity, thus facilitating quick deliveries, and their products generally enjoy a good reputation. In order to increase their share of the changing and expanding Honduran market, exporting firms must be flexible and alert to changing requirements and follow a business-like policy of aggressive salesmanship, combined with proper service.

As the result of an increasing potential for profitable private enterprise, mainly created by the Central American economic integration, Honduras has entered into a period of plant expansion and new plant installation. Those U.S.

manufacturers who find it impossible to meet Central American competition should seriously consider the establishment of branch plants or the making of licensing agreements for the manufacture or assembly of their products. A Honduran industrial incentive law encourages the establishment of plants which contribute to a greater utilization of natural raw materials or semi-manufactured products by offering certain tax advantages and free importation.

Guidance to investors is available from organizations which assist in planning and studying industrial development. The Consejo Nacional de Economía, a Honduran governmental institution, will soon inaugurate a special department for industrial planning. The Banco Nacional de Fomento, the Honduran government development bank, helps and finances agricultural and industrial projects. The Centro Cooperativo Técnico Industrial, a non-profit organization financed jointly by the Honduran Government, AID, and the Asociación Nacional de Industriales of Tegucigalpa surveys, analyzes and promotes new projects.

New projects speeded

A number of new industrial projects are being expedited. Among these is the new textile mill of Jorge Facussé y Cia. in Tegucigalpa, representing an investment of $3.5 million, having capacity to produce 2.5 million yards annually, and employing close to 400 workers. Fábrica de Cajas y Cestos de Centroamérica, Tegucigalpa, will be able to produce 13,000 wooden boxes and crates per day, employing 135 workers. A new slaughterhouse and packing plant, operated by Empacadora del Norte in Puerto Castilla, soon expects to pack 1.5 million tons of beef and seafood products per year. Other new plants or plant expansions are expected to produce textiles, chemical products, furniture, paints, millinery products, cosmetics, turpentine, matches, ready-made clothing, glass bottles, bakery products, aluminum windows, plastics, metal products and rubber shoes.

All these will contribute to the overall development of the economy of the country and will give U.S. firms an opportunity to sell equipment, supply services, or make investments. It is expected that there will be considerable interest on the part of many Honduran industrialists to consult with members of the U.S. Trade Mission to Central America which is expected to visit Honduras in July or August of this year. The activities of the Mission will help greatly toward an increase in Honduran-American trade and joint venture arrangements.

Walter Down reports from down under

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

LOS ANGELES—Walter Down, of Melbourne, Australia, last week was taking a relaxing holiday upon the sands of the Fiji Islands. Down put out to fly the sea a few days ago, following a whirlwind trip through the United States, during which time this proprietor of an Australian machine tool establishment had much to say about the health of exports in his native land.

Down, rosy-cheeked as though perpetually chapped, with unruly shocks of hair, given to heavy tweeds and rough garments, had, with sentimental warmness, toured the United States for the first time in 30 years. He is soft of voice, unassuming yet incisive, replies automatically to questions with a courteous "isn't it so," much as the bell birds of the Dandenong range respond to one another through gum and wattle trees.

"Australia is hard-pressed for exports," Down said. "No large trading areas exist for us that are influenced by geography. Our closest neighbors are Tasmania, New Zealand, and New Guinea. These countries are as agricultural as the Iowa State fair.

"A smattering of South Pacific islands are close by, but they are no bonanza unless one sells ukuleles, false teeth, or small water craft. We do get up to Singapore and Malaya, sometimes even to Burma and Hong Kong. Strangely, Japan, a country almost as far removed as California, is, after England, our best customer. The United States runs third."

Australia, on the flip side of merrie England, in the other half of the world, the oldest continent on earth with the newest population, is achieving a thumping vitality in a sub-tropical climate where the temperature never slips to freezing.

In size Australia is almost identical to the United States, but holds a population double that of Cook County, Ill. There is no Pittsburgh, Detroit, St. Louis, or Memphis. With a swelling, gorgeous, rolling South Pacific surf no need exists for settling cities in the outback. "We still have elbow room stretching along the sea," Down grinned.

The Australian Government is at work to develop export. A trade ship leaves shortly for Asia, outfitted attractively to set off exhibits of Commonwealth manufacture. Over-simplified, overseas travel is paid by government if the trip intends to increase Australian foreign commerce. No tax is charged on additional export shipments over previous years.

"Australians have felt close to America since the war," said Down. "If any prejudice towards U. S. products exists, we are favorably inclined towards them. One of your fellows living in Australia, Lawrence Curran, a popular guy, manager of the Melbourne Alcoa plant, said the other day, the only thing American he missed was pizza pie."

Sixty percent of U.S. exports to Australia are capital goods. "But we also buy consumer products," said Down. "We buy your hand tools, ready-to-wear clothing, your recordings. We buy twice as much as we sell to you."

"You buy our sheep and beef," he said. "Lately you are finding Australia has the finest wool in the world and are purchasing sweaters and blankets. When I stopped in Chicago, Marshall Field's was featuring Australian cotton blouses. You buy minerals. Almost all lobster tail goes to America.

"We are more conscious of service than any country in the world. This is very sensitive. To do busines, send a man across. No matter how far away, Australia is still just 20 hours. We do not think we are isolated."

We walked as far as the Qantas gate. Walter Down is as Australian as a kangaroo. Even as he left, his name pointed the direction. Down.

Laundry, dry cleaning equipment to be exhibited at Tokyo Center; Japanese market on increase

Many small shops merging because of financial problems; trend creates sales opportunities for U.S. manufacturers

Many small laundry and dry cleaning shop owners in Japan are merging to keep from going out of business. The result is a promising market for U.S. manufacturers of that type equipment.

The trend toward mergers, which many consider to be the only solution to the problems of small shops, opens up a considerable potential market for laundry and dry cleaning equipment. Larger shops, many of which have become relatively well equipped in recent years, will also need new equipment. Both types of organization now annually spend 5% to 7% of gross service sales on new equipment. Merged shops will need new equipment, other than hand-operated items.

Additional information about U.S. Trade Centers is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

The U.S. Trade Center in Tokyo plans to help U.S. firms enter this market or increase their sales there through a commercial laundry and dry cleaning equipment show May 26-June 12.

Featured will be equipment for marking, washing or cleaning, extracting, tumbling, ironing or pressing, finishing, folding and packaging; specialized equipment for the textile industry; coin-operated laundry and dry cleaning and auxiliary equipment.

Imports liberalized

The equipment mentioned above falls under the Automatic Fund Allocation System. This means imports are liberalized and, although import applications must be submitted, importers are generally assured of obtaining import license and foreign exchange. Current import duty rate on commercial laundry and dry cleaning equipment is 15% and on coin-operated equipment, 20%.

Market expanding rapidly

The use of laundry and dry cleaning services in Japan is expanding rapidly. Sales of such services by some 40,000 commercial laundry and dry cleaning shops in 1962 totaled an estimated $167 million, compared with $122 million in 1960 for the 32,000 shops then in operation. A total of $278 million in sales has been predicted by the end of next year.

Other groups of users in Japan make up the potential market, including linen supply service businesses, large hotels, many textile manufacturers, Japanese and foreign owners of ocean-going vessels under construction now on order in Japanese shipyards, universities and colleges, and other schools.

'Fast and economical'

In the coin-operated field, a good market is presented by the growing trend toward large apartment-type housing projects. Sixteen coin-operated machines for washing, drying and dry cleaning, for example, were installed last spring in a public housing area in Tokyo and favorably received as "fast and economical."

Japanese manufacturers sold an estimated $10 million worth of equipment in 1962. Current annual rate of imports appears to be approximately $3 million. Total yearly market in years to come is estimated to be at least $15 million; foreign manufacturers should be able to supply one third of this total annually.

U.S. equipment in this field is considered superior to local products in efficiency, rugged construction, longer service life and is thought to be 5 to 10 years ahead of Japanese equipment in technology. The U.S. share of 1962 imports of equipment related to the laundry and dry cleaning industry was about 20%.

However, West Germany captured about 25% of this market, and considerable foreign competition can be expected. To meet this, U.S. manufacturers must come up with an active sales promotion (reportedly almost non-existent today) and a realistic sales policy.

The Trade Center in Tokyo was opened early last April as part of the continuing Government effort to increase U.S. exports.

The Center there is one of four in a growing network of permanent display facilities established by the Government in strategic market locations throughout the free world.

Other Trade Centers are located in London, Frankfurt, and Bangkok. Excellent results of shows held in all the Centers indicate that they are beneficial to the U.S. exporters who take advantage of them.

Not much promotion

The local agent of one U.S. manufacturer carries on limited advertising in Japan for laundry and dry cleaning equipment. Otherwise, sales promotion for this field is almost non-existent.

This has been reported by Pacific Projects, Ltd., of Tokyo, a private firm that made a market survey recently.

The survey points out that success in selling U.S. laundry and dry cleaning equipment in Japan will "in no small measure" depend on "determined, sustained, and effective product and company promotion effort on the part of both U.S. manufacturers and their Japanese agents."

Ways to promote this equipment should include direct mail, advertising through trade publications, and, wherever possible, displays at exhibitions and trade fairs, the survey reported.

The U.S. Trade Center laundry and dry cleaning equipment show, backed up by a "hard-hitting publicity campaign," will provide U.S. manufacturers with an opportunity for concentrated promotion among the "cream of the trade" and the potential buyers not available to other foreign or—for that matter—Japanese manufacturers.

Netherlands offers good market for welding equipment firms; Royal Industries Fair scheduled

Sales possibilities of U.S. arc, resistance, gas welding and cutting equipment good; aggressive effort necessary

U.S. manufacturers of welding equipment can compete successfully in the keenly competitive Netherlands market if they sell hard and deliver quickly.

This is the opinion of Eugene M. Braderman, Director of the Bureau of International Commerce. The Commerce Department official, in announcing the second U.S. commercial exhibit at the Royal Netherlands Industries Fair in Utrecht, March 9-17, pointed out that the welding equipment market is wide open—65% of all such equipment being imported.

While international competition is strenuous for this $7 million market, Braderman urged U.S. welding equipment manufacturers to take part in the U.S. exhibit at Utrecht. A BIC market survey indicates that opportunities are excellent in the Netherlands for sales of "Made in U.S.A." arc, resistance, and gas welding and cutting equipment.

Need 'hard-hitting' campaign

"The U.S. manufacturer who can deliver his products quickly, after a hard-hitting sales campaign, is in a position to earn profits in that wide open market," Braderman said.

Shipbuilding and metalworking industries are the leading users of welding equipment in the Netherlands. Studies show that the shipbuilding industry uses about 40% of the welding equipment sold in the country. The metalworking industry is expected to increase its demand for welding equipment by 10 to 15% within the next year.

The market survey reports that the following welding equipment offers the best sales potential for U.S. manufacturers:

Gas welding and cutting torches; medium and large transformers, spot and table spot welding machines, seam-welding machines, pneumatic and projection welding machines, water-cooled welding machines; spot welding pliers, welding jigs, welding rods with thread, and welding paste.

Present suppliers of welding equipment stock spare parts in the Netherlands. Normal period of guarantee is one year from date of delivery, except for hoses and electric cables, limited to 90 days.

The Bureau of International Commerce staged its first export merchandising exhibit at the Royal Netherlands Industries Fair in 1963. The 30 participating U.S. firms, which displayed a variety of consumer and industrial goods, reported immediate sales of $833,240, with $744,740 in sales pending through 1963 as a result of the fair. Sales through 1964 are estimated at $2.9 million.

U.S. manufacturers of welding equipment interested in participating in this U.S. export promotion exhibit should write to the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230, or to the nearest Department of Commerce Field Office.

Additional information about international trade fairs is available, unless otherwise indicated, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Heating, ventilating, air conditioning show set in London; business proposals asked

Shows in 1961 and 1962 highly successful; close to 500 exhibitors display products at both events; more space available this year

All aspects of domestic and industrial heating, ventilating and air conditioning will be covered next spring at the HEVAC show in London.

The exhibition, to be held April 15-24 in the Grand Hall of Olympia, will include process heating, cooling, air handling and treatment, dust and fume collection, mechanical draught and all allied equipment, materials, tools, components and services.

Highly successful showings were held in 1961 and 1962. Nearly 500 exhibitors showed their products to trade, industrial and professional visitors at those events. With more space now available, the exhibition this year is expected to be improved in all aspects.

The U.S. Embassy in London will operate a Business Information Center (BIC) at the exhibition. U.S. exporters of all types of products are invited to use the BIC to sell more of their items in the European market.

Such firms can participate in this event by submitting Business Proposals by Feb. 15 to the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230. The questions below, with two copies, should be answered. Reference should be made to the HEVAC fair.

1. What product do you wish to sell or offer?
2. Do you wish to appoint an agent or distributor? Describe the arrangement you desire and indicate whether you will grant exclusive representation.
3. Are you interested in a joint venture? If so, describe your proposition briefly, giving details of products or services to be provided.
4. Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.
5. What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by 25 pieces of material, brochures, catalogs, and other descriptive material so an effective sales presentation can be made. Data on the size and scope of the firm, price lists, and sales literature are appropriate. Price information should include cost-insurance-freight (c.i.f.) quotations.

Export expansion dates

The display and sale of U.S. goods overseas will be featured at Department of Commerce sponsored Trade Centers, Trade Fairs, and by U.S. Trade Missions every day of the year around the world. Dates for scheduled export promotional events are shown in the calendar below.

Trade Centers limit their exhibits to specific product lines and advertise their showing widely among potential overseas buyers.

Commercial Trade Fairs are sponsored in areas that a trade survey indicates present a good potential market, and are widely advertised locally.

Inter-agency Trade Fairs are often held in developing or Soviet bloc countries, and must conform strictly to the Fair theme.

U.S. Trade Missions carry with them specific business proposals and Mission members attempt to establish a direct contact with interested foreign firms. Mission reports are published in this magazine.

Inquiries about any of the activities may be addressed to a local Department of Commerce Field Office, or directly to the Department of Commerce, Attention, Bureau of International Commerce, Office of International Trade Promotion, Washington, D.C., 20230.

Jan. 14 - 24—FRANKFURT Trade Center—Advanced Electronic Components

Jan. 21 - 31—LONDON Trade Center—Institutional Catering Equipment*

Jan. 21 - Feb. 7—TOKYO Trade Center—Small Business Machines

Jan. 28 - Feb. 7—MILAN Trade Center—Automotive Service and Maintenance Equipment

Feb. 5 - March 6—BANGKOK Trade Center—Auto Truck and Accessories

Feb. 11 - 21—FRANKFURT Trade Center—High Fidelity Components

Feb. 22 - March 22—VENEZUELA—Trade Mission

Feb. 22 - March 27—AUSTRALIA-NEW ZEALAND—Trade Mission

Feb. 24 - March 27—LONDON Trade Center—Agriculture Show (American Foods)

Feb. 26 - March 27—TOKYO Trade Center—Agriculture Show (USDA)

Feb. 28 - March 20—TRIPOLI—International Trade Fair (Inter-Agency)

Feb. 29 - March 27—GERMANY—Trade Mission

March—BAMAKO—U.S. National Exhibition (Tentative)

March 1 - 7—MILAN Trade Center—Air Conditioning/Refrigeration

March 9 - 17—UTRECHT—Royal Netherlands Fair (Commercial)

March 15 - 23—LYON—International Trade Fair (Commercial)

April 8 - May 1—BANGKOK Trade Center—Women's Fashions

April 9 - 29—OSAKA—International Trade Fair (Commercial)

April 12 - 27—MILAN Trade Center—Agriculture Show (USDA)

April 14 - May 1—TOKYO Trade Center—Food Processing Equipment

April 21 - 30—FRANKFURT Trade Center—Photographic Equipment

April 21 - May 1—LONDON Trade Center—Electronics for Patient Care

April 25 - May 10—LILLE—International Trade Fair (Commercial)

May 2 - 30—FINLAND—Trade Mission

May 9 - June 5—UNITED KINGDOM—Trade Mission

May 12 - 22—MILAN Trade Center—Photo Equipment

May 17 - 28—PARIS—International Trade Fair (Commercial)

May 19 - 29—FRANKFURT Trade Center—Clinical Laboratory Equipment (Tentative)

May 26 - 29—FRANKFURT—Interstaff Fair—Clothing Textiles

May 26 - June 5—LONDON Trade Center—Office Machines (Local) (Tentative)

May 26 - June 12—TOKYO Trade Center—Commercial Laundry and Dry Cleaning

May 27 - June 19—BANGKOK Trade Center—Audio-Visual (Tentative)

June—MILAN Trade Center—Advanced Electronic Components (Local) (Tentative)

June 1 - 15—BARCELONA—32nd International Samples Fair (Commercial)

June 3 - 10—BRUSSELS—International Trade Fair (Commercial)

June 5 - 14—ZURICH—Sixth Swiss Import Fair (Commercial)

June 23 - July 3—FRANKFURT Trade Center—Teaching Aids (Tentative)

July - August—BANGKOK Trade Center—Metal Working Equipment (Tentative)

July 7 - 24—TOKYO Trade Center—Advanced Electronics

July 9 - 17—LONDON Trade Center—Industrial & Mine Safety Equipment

Aug. 1 - Sept. 20—TOKYO Trade Center—Agriculture (USDA)

September—MILAN Trade Center—Packaging Machinery (Tentative)

September - October—BANGKOK Trade Center—Building Materials (Tentative)

Sept. 1 - 11—LONDON Trade Center—Heating, Ventilating, Air-Conditioning (Tentative)

Sept. 8 - 18—FRANKFURT Trade Center—Office Equipment (Tentative)

Sept. 10 - Oct. 4—BARI—28th Levant International Trade Fair (Commercial)

Sept. 19 - Oct. 4—BERLIN—German Industries Fair (Commercial)

Sept. 13 - 20—VIENNA—International Autumn Trade Fair (Commercial)

Sept. 17 - 27—HELSINKI—International Trade Fair (Commercial)

Sept. 29 - Oct. 9—LONDON Trade Center—Stationery & Fancy Paper Goods (Tentative)

October—MILAN Trade Center—Machine Tools (Tentative)

Oct. 2 - 8—STOCKHOLM—Technical Fair (Commercial)

Oct. 6 - 23—TOKYO Trade Center—Sporting Goods (Tentative)

Oct. 20 - 30—FRANKFURT Trade Center—Packaging Equipment (Tentative)

Oct. 25 - 29—DUSSELDORF—Sales and Fashion Week (Commercial)

Oct. 26 - Nov. 20—LONDON Trade Center—Agriculture (USDA)

November—MILAN Trade Center—Boating Accessories (Tentative)

Nov. 24 - Dec. 4—FRANKFURT Trade Center—Industrial Safety Equipment (Tentative)

Dec. 8 - 18—LONDON Trade Center—Electronic Measuring or Control Devices (Tentative)

***Fully booked**

Argentine recovery is ragged; good crop prospects brighten otherwise uncertain outlook

Prospects for U.S. exports not bright, but could get better; nation continues to press for fulfillment of LAFTA goals

Argentine recovery from the recession that began in early 1962 was slow and uneven in the third quarter of 1963. Industrial production and commercial sales were appreciably below the early 1962 level, and industrial unemployment topped the 500,000 mark.

Fortunately, prospects for good crops and markets in 1963/64 were favorable.

Argentina's exports continued high, but imports were small. For the first 9 months of 1963, Argentina had a favorable trade balance of $240 million. For the first 11 months of the fiscal year, beginning November 1, 1962, the National Government ran a deficit of 70 billion pesos ($1 equaled 149 pesos as of September 30).

Prospects for substantially increased U.S. exports to Argentina are not bright, but business is improving and import stocks are depleted. Thanks to recently negotiated loans, $25 million from the Inter-American Development Bank (IDB) and $23 million from AID (of which $12.7 million is earmarked for exports from U.S.), interesting business opportunities are developing in the farming sector.

Favorable world sugar prices have put cash in the hands of Argentine producers and stimulated purchase interest in the entire range of cane growing, harvesting and sugar mill equipment. European manufacturers are active in the area with attractive offers, including financing.

Fruit growth

The expanding fruit growing industry is interested in refrigeration equipment. Export tonnages of fresh fruit increased 26% in the first half of 1963 over the corresponding period of 1962.

The textile industry, still operating substantially below capacity, is nevertheless showing interest in selective purchases to improve productivity and bring down costs.

Outgoing President Guido, in early October, allocated 18 television channels to cities in the interior. These new stations will probably be buying transmitting and subsidiary equipment within the near future.

A number of housing projects point to future business prospects in this field. The Government has removed the duty and surcharges on imported materials and housing construction machinery not produced in Argentina.

A Treasury program to reduce the backlog of salaries, pensions, and sums due suppliers and contractors, was implemented in the third quarter, and the rate of Treasury spending, which had averaged about 14.6 billion pesos monthly in the first 8 months of fiscal 1963, was stepped up to 16.7 billion pesos per month. The increased rate of Treasury disbursements resulted in a net deterioration of the fiscal situation.

The outgoing Guido Administration, faced with a number of wage demands and threats of strikes, negotiated settlements of 21% wage increases for teachers and 29% for railway workers. Although these settlements were effective as of August 1, actual disbursements of retroactive pay were postponend until after November 1, leaving the problems of finding funds to the new Administration. At the end of September, large numbers of Government employees in social security, health and welfare, and tax collection agencies served notice that they also expected substantial wage increases.

Credit still tight

Private firms and banks enjoyed an improved position, but marginal reserve requirements kept commercial banks from greatly expanding lending in the private sector. New currency issues, coupled with the increase in private sector sight deposits, increased the money supply by 14 billion pesos (6.5%) in the third quarter. Noting that means of payment had grown more than 15% in the first 9 months of 1963, many observers believed that so rapid an increase in the money supply would lead to a sharp rise in prices.

Regular drawings authorized under the existing standby arrangements with the International Monetary Fund (IMF) and the U.S. Treasury totalled $22.5 million. These financial arrangements enabled the Central Bank to purchase nearly $50 million from the market without seriously disturbing the exchange rate, and these purchases, plus the standby drawings and other receipts, enabled it to build its gross gold and foreign currency reserves well above $300 million.

The business consensus was that the worst stage of the 1962-63 recession was over. In its report of October 2, the Honorary Commission for Industrial Reactivation commented that industrial output was down 20% from the early 1962 level, that serious unemployment had developed in the industrial sector, and that factories were operating with much unused capacity.

In the Commission's judgment the problem is to assure that increased bank credit availabilities be effectively transmitted to industry and that the credit policy be regulated to induce the least possible increase in prices.

To support his belief that a slow recovery was emerging, the Minister of Economy pointed to the increased liquidity of the commercial banks, the decline

Sources

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

in the volume of protested commercial documents, augmented fuel consumption, and production increases in certain selected industries (notably in the automotive, plastics, chemicals, agricultural machinery, and textile lines).

Nevertheless total liabilities involved in bankruptcy petitions were 50% higher for the first 8 months of 1963 than for the corresponding 1962 period, although the monthly average for 1963 was below that of the latter half of 1962.

With the incoming of the final quarter of 1963 and a new Administration, there was a tapering off in business optimism and a tendency to speculate about the new Government's economic policies.

Crude oil production of 10.2 million cubic meters for the first 8 months of 1963 was 1.5% above domestic output for the corresponding 1962 period. YPF produced two-thirds of the total, with 1963 output up about 2%. Production for the 3 leading U.S. oil companies fell during the first 8 months of 1963.

Pressures to annul

Pressures within the country increased for the annulment of petroleum contracts with U.S. and other foreign private oil companies, as spokesmen for the incoming administration launched demands for termination of the contractual arrangements. The resulting uncertainties for the foreign petroleum companies weakened business confidence in future Government policies and depressed foreign interest in Argentine investments.

The eventual outcome of the Argentine move against the foreign companies will certainly affect general foreign investment in the country for some time to come.

Demand for petroleum products declined in the first 8 months of 1963, gasoline and diesel oil by about 4% each, fuel oil by 7.5%, and lubricants by 17.6%. Natural gas and gas oil demand was up by 9% and 5.6% respectively.

Declining domestic demand for petroleum products and the concurrent rise in crude oil production, have brought Argentina virtually to a condition of overall petroleum balance. Imports for the first 8 months of the year declined from $52.7 million in 1962 to $25.5 million in 1963. Exports for the first 8 months of 1963 totalled $8.6 million.

The last of the electric power consumption restrictions in Greater Buenos Aires were lifted September 1, 1963. The turn-about from power deficiency to surplus resulted from the expansion program of the Greater Buenos Aires Electric Service (SEGBA).

Although much improved, power in certain Buenos Aires districts is still characterized by low tension and voltage fluctuations.

SEGBA's expansion and the planned addition of approximately 200,000 kw. by the other Buenos Aires company, Cia. Italo Argentina de Electricidad, Greater Buenos Aires will be well provided with electric power for the next several years. Longer range needs will be met mainly by big hydroelectric projects yet to be initiated.

Prospects for 1963-64 crops were favorable. A wheat crop of around 6 million tons, about 20% above last season, is expected. Prospects for other small grains and flax are also favorable, and recent rains should contribute to a larger area seeded to fall crops, principally corn and sunflower.

Exports have held up well. Sugar exports, expected to reach a record 300,000 metric tons in 1963, helped offset reduced earnings from grain. A recent agreement with the United Kingdom, designed to permit larger exports of meat to that market, should also help export earnings in the remainder of 1963. It appears likely that total exports of all commodities may even exceed last year's total of $1.2 billion.

Early prospects for 1964 exports appear favorable. Meat exports have been favored by the recent removal of the 5% sales tax on steers, and the 5% sales tax on other agricultural products lapsed on October 31. Higher support prices were set for coarse grains and edible oilseeds in line with earlier announced levels for small grains and flaxseed.

High export level

Exports totalled $903 million and imports $669 million in the first 8 months of 1963. Imports were low because of Argentina's economic recession. The high exports consisted mainly of large shipments of meat, sugar, fruit, manufactured goods, minerals and products, and dairy products. Exports of grains and hides slumped.

Argentine imports from the U.S. amounted to $144 million or 25% of total imports for the first 7 months of 1963. This was a drop from the 30% or $236 million for the corresponding period in 1962. During January-July 1963, Argentina had an unfavorable trade balance of $63 million with the U.S., by far the largest deficit in Argentina's foreign trade balance.

Argentina continued to press for the rapid attainment of the goals of the Latin American Free Trade Association (LAFTA). Official missions were sent to Argentina's LAFTA colleagues, and various bilateral declarations were signed, all calling for industrial complementation, reduced customs tariffs within the LAFTA area, and a regional position vis-a-vis other trade groups.

In the drive to increase the country's exports of "non traditional" products, the refund of taxes on the products for export has been increased from 12% to 18% of the f.o.b. value.

New tariff schedule

Argentina's new import tariff schedule went into force January 1, 1964. It follows the Brussels nomenclature and provides for single surcharges which combine the present specific and ad valorem levies based on the gold peso, plus existing surcharges and other levies making up the current complicated system of customs charges. The rates are to be applied to the invoice or official "index" value of the merchandise, whichever is higher.

Strong reaction from the trade is anticipated.

Plans for the reorganization and modernization of Customs House operations have been announced. Under the plan Customs House matters are to be administered by a National Customs Council composed of 5 members appointed by the President at the recommendation of the Treasury. The Council will have broad powers to change the existing framework of the Customs House to permit an improvement in its service.

Decree-Law 6123 of July 25, 1963, cancelled Decree-Law 9224 of 1957 which granted customs privileges to raw materials destined for industries south of parallel 42 and provides for a transitional program leading to the eventual elimination of duty-free privileges to industrial establishments in that area.

Prices continued to rise, the cost of living index having risen about 15.6% for the 12-month period ending in September. Wages also rose, for skilled workers nearly 24%, and for unskilled workers approximately 26%. However, the increase in the general wage level was less than that reflected in the data for these selected groups, since shortened workweeks, elimination of overtime premiums and production bonuses have cut into take-home pay.

Good 3d quarter indicates Nigeria's 2-year business slump may be ending

Interest in nation remains strong among U.S. and European investors; U.S. share of import market up slightly; new duty cuts flour sales

Developments in key sectors of Nigeria's economy were generally favorable during the third quarter of 1963, the American Embassy at Lagos reports. A possible upturn during 1964 is indicated, which may end the slow business conditions of the past 2 years.

Nigerian foreign trade showed a small export surplus during the first half of 1963 for the first time since the export boom of the early 1950's. Domestic money supply during the third quarter was up slightly from its stable level of the past 2 years. Continuing progress was made in implementing industrial development plans, and interest in Nigeria remains strong among U.S. and European investors.

In the political sphere, attention has been focused on the creation of a fourth region in Nigeria, the Mid-West Region.

The favorable trade balance during the first 6 months was due to a slightly larger increase in exports (3.2%) than in imports (2.4%) over the corresponding period of 1962. Nigerian exports rose in value from $260.6 million in the first half of 1962 to $268.8 million in the first half of 1963; imports, at the same time, increased from $261.9 million to $268.2 million.

The small increase shown by Nigerian imports during the first part of 1963 indicated a continued trade recession within the country. Little change occurred in the commodity composition of Nigeria's total imports, and sales of most products continued at generally the same level as last year.

Imports of some categories of goods, such as flour, beer, cement, and paint declined as a result of local production, but these changes were offset by increased imports of raw materials such as wheat, chemicals, and aluminum products.

Rising export earnings were due primarily to a 30% increase in crude oil exports, and secondarily to higher tin and cotton production.

U.S. share up

American exports to Nigeria during the first half of 1963 were valued at $22.8 million, compared with $21.6 million during the similar period of 1962. The U.S. share of total Nigerian imports thus rose slightly from 8.4 to 8.5%

American products showing increased sales included malt, hops, unmanufactured tobacco, insecticides, cotton fabrics, iron and steel tubes and pipes, aluminum doors and windows, wire rope and cable, metal-working machine tools, boring machinery, and excavating and levelling machinery.

Nigerian imports of some U.S. products which are normally important in this trade declined, due partly to the East Coast dock strike. These items included rice; unrefined sugar; petroleum products (except automotive gasoline); explosives; truck, bus, and tractor tires; air conditioning and refrigerating equipment; and used clothing.

Imports of American flour fell sharply due to the imposition of a protective duty, but this loss was more than compensated for by increased purchases of U.S. wheat.

Prospects for future sales of U.S. used clothing in Nigeria were adversely affected by a mid-September increase in the tariff on these articles from about 4¢ to 35¢ per pound. At the end of October, following vigorous protests by Nigerian importers of used clothing and representations by the American Embassy at Lagos, the duty was reduced to 17¢. Used clothing has been a major item in U.S. trade with Nigeria; imports from the U.S. amounted to over $2.8 million in 1962.

Finance stable

Developments in the financial field were generally favorable through the third quarter of 1963. Foreign exchange reserves remained about level through the period, and domestic money supply—after lagging through the first half of the year—passed 1962 figures by the end of the third quarter.

Final budget statements for the 1962-63 fiscal year (first year of the 6-Year Plan) showed a surplus of nearly $24 million in the recurrent account—nearly a third of the $75.5 million forecast to be available from this source during the entire Plan period for financing development projects. A similar surplus is budgeted for 1963-64. If this trend in Federal Government finance continues, locally generated funds for capital development may exceed Plan targets by as much as $56 million.

The most significant industrial development during the quarter was the announcement of plans for a $9.25 million paper mill near Jebba, in the Northern Region on the Niger River. The plant, owned jointly by German private interests and Nigerian Federal and regional governments, will have an annual capacity of about 12,000 tons of paper.

The German company participating in the paper mill project also announced plans to build a 50,000-ton capacity clinker grinding plant to produce cement at Koko in the newly-formed Mid-West Region.

Other industrial investment plans announced during the quarter included a $1.4 million shoe factory near Lagos, a jute bag plant in Western Nigeria, and a pharmaceutical plant in Kano.

Construction continued on a new cement plant in Sokoto in the Northern Region; on a new brewery in the Western Region; on an enamelware plant in Port Harcourt; and on a crown cork factory at Ikeja, near Lagos.

New plants

Production started at several new plants, including livestock feed plants in Aba (Eastern Region) and Ikeja (Western Region), a glass factory in Port Harcourt, and a match factory in the Northern Region.

The only major foreign aid project approved during the third quarter of 1963 was an AID loan of $8.6 million for the Calabar-Ikom road project in Eastern Nigeria; the project will involve construction of 72 miles of new roads and a major bridge over the Cross River, as well as improvement of 42 miles of connecting roads. A feasibility study, also financed by AID, is being conducted for another road project in the Eastern Region to run north from Port Harcourt to Igrita and Umuezeala.

Implementation of the Nigerian 6-Year Plan continued to move ahead. A number of donor countries have tentatively committed funds for the Niger Dam project—top priority undertaking called for in the Plan. To the extent that firms in their countries are awarded contracts, the U.S., the United Kingdom, Canada, and the Netherlands have all indicated willingness to provide financial assistance in this project.

100 MPH RAILROAD

Railroad service between Genoa and the French border will be improved by doubling the track and modifying the general layout of the line. The overall purpose is to enable trains to travel at about 100 miles per hour.

Indian economy shaking off effects of Chinese aggression; new finance chief buoys business

U.S. moves into 1st place as buyer of Indian products; new law prescribes quality standards for export goods; investment rules will be altered to attract foreign investment

India entered the second half of 1963 with indications that the uncertainty and apprehensiveness created by the Chinese incursion of October-November 1962 were abating. Evidence that many friendly countries will assist India in the event of another attack was a major factor in the improved atmosphere.

Business confidence was buoyed by the appointment of T. T. Krishnamachari as Finance Minister. His actions and statements since taking office have encouraged Indian businessmen to expect favorable changes in Government policies and controls impeding investment.

The basic problems of the Indian economy remain—the slow pace of industrial expansion, rising prices, short supplies of foodstuffs, and foreign exchange stringency. However, the Government began moving to alleviate some of them.

India continued to suffer from an unfavorable balance of trade. Preliminary figures released for July and August 1963 showed imports totaling $359 million and exports $271 million. The $88 million trade deficit was, however, 36% lower than the deficit during the same 2 months in 1962.

A new feature in the April-June 1963 period was the emergence of the U.S. for the first time as the leading buyer of Indian goods, replacing the United Kingdom. The U.S. maintained its position as the largest supplier of Indian imports, followed by the United Kingdom.

Dangerously low

India's foreign exchange reserves remained at the dangerously low level of $540 million at the end of August 1963. The situation brought forth two developments. Notice was given that the state trading sector would be enlarged, and export promotion was given new impetus.

On October 1 a new state trading organization, the Minerals and Metals Trading Corporation of India (MTC), was established. The MTC has assumed control of all export trade in iron ore, manganese ore, and other ores, as well as the import trade in ferrous and non-ferrous metals. These functions had previously been exercised by the State Trading Corporation.

A number of measures were undertaken during the third quarter as part of India's export promotion program. An Export Quality Control and Inspection Bill was passed by Parliament in August, empowering the Government to set quality standards for exportable goods and prohibit the export of goods below these standards.

Foreign Trade Institute

An Institute of Foreign Trade was established to review trade procedures, provide training in business practices, and conduct market surveys.

On July 6, the Government announced the creation of a marketing development fund with an initial capital of $8 million to promote export trade. The formation of a Government-owned Export Credit and Guarantee Corporation to provide easier credit facilities to private exporters was recommended by a study group on export finance (Mathrani Committee) appointed in May 1962.

India continued to press for bilateral trade agreements with other countries and participated in trade fairs in Moscow and Leipzig. Satisfaction was expressed over the arrangement between the United Kingdom, representing the Commonwealth countries, and the European Economic Community (EEC) on the suspension of tariffs on tea and tropical woods effective January 1, 1964. India was to begin direct tariff negotiations with the EEC in October.

There was little hope for a liberalization of India's import policy in the near future. Increased imports even of raw materials and components needed for defense and other high-priority needs will be contingent upon greater availability of foreign credits.

A notable development in private investment was the formation of the Government's Industrial Controls Review Committee on October 1 to recommend changes in existing rules and procedures to stimulate the entry of foreign investment. Reviews were begun of the processing of specific cases involving foreign investment to identify causes of delays. Since final approval of the collaboration terms has sometimes been withheld a year or more pending clearance of the application for the import of capital equipment, the Government will consider informing prospective investors when there is a delay in the allocation of foreign exchange priorities for their projects and giving them an estimate of the delay's length.

The setback in capital issues which began in October 1962 continued into the third quarter of 1963. One or two new issues involving American collaboration were expected to be offered to the public in November. Interest was focused on the outcome: whether the public would fully subscribe them or whether the promoters and their friends would have to absorb the unsold balance, as happened earlier in the year.

To strengthen the capital market and promote industrial development, the Government has allowed such institutions as the Industrial Credit and Investment Corporation of India, the Industrial Finance Corporation, and the life insurance companies to underwrite larger portions of capital than previously. Also, the Industrial Finance Corporation is expected to be converted into a full-fledged development bank. Some improvement in business confidence was reflected by the partial recovery of the Bombay and Calcutta stock exchanges from the drop in prices after the Chinese attack.

Government policies criticized

A contributing factor to some of these new measures was the criticism of current Government policies leveled by many businessmen attending the Central Advisory Council of Industries meeting in September. They indicated that the principal causes of sluggish industrial growth were difficulties in raising rupee financing, the Government's "unrealistic" pricing policies which distort cost-price relationships, the higher incidence of taxation, and inordinate delays due to Government regulations. The adverse effect which the increased import duties on plant and machinery (effective since March 1, 1963) have on the cost of industrial production and thus on the competitive position of many Indian manufactured goods in foreign markets was also emphasized.

Liberia's 'Operation Production' stresses farm, industrial sectors

President Tubman calls for continued belt-tighteninig; several industrial projects begin production; more on way

Public attention was directed to Liberia's need for increased agricultural production and a more rapid rate of industrialization during the third quarter of 1963, according to reports from the U.S. Embassy at Monrovia.

"Operation Production," a slogan symbolizing President Tubman's program for economic development, received much publicity during the period.

The President indicated that a 5-year economic development plan would be the theme of his new administration, which is scheduled to take office in January. A national policy commission, chaired by the president, will be charged with translating the program into action.

The Government's austerity program, worked out earlier this year in conjunction with the International Monetary Fund (IMF), moved forward during the period. Although it appeared the goals of the program would be achieved, it was feared there would be little capital left over for developmental spending in connection with the "Operation Production" program. Third-quarter estimates predicted 1963 Government revenues of about $38 million and current expenditures (excluding debt repayment) of approximately $33 million.

In order to proceed with the economic development of the country during a period of financial difficulty, the President stressed the need for continued belt-tightening and asked for patriotic contributions by every citizen.

Self-sufficiency

The need for self-sufficiency in essential foodstuffs and the desirability of diverting some of the revenues from exploitation of Liberia's expendable natural resources into building permanent industrial assets seemed to have been the President's primary concerns in formulating his program. Details of the program have not yet been announced, however.

While the future occupied the attention of many, the private sector of the economy marked time—partially as a result of the austerity program and partly because of tight-money policies followed by commercial banks in Liberia.

However, Liberia's industrialization made steady, if unspectacular, progress during the quarter. Ground was broken for a plant which will manufacture canvas shoes, rubber boots, plastic sandals and other rubber and plastic products. Construction is expected to be completed in March of 1964.

Also due for completion early next year is an explosives-chemical plant scheduled to produce blasting agents for mining and other chemical products. A new soft-drink bottling plant and a paint factory are under construction. A soap factory has been completed but is not yet in production.

Foreign investors were assured by Liberian Government officials on several occasions that the country's traditional "open door" policy toward foreign capital would remain in effect.

Concern expressed

Concern was expressed about a lack of participation by Liberians in the economic life of the country. A new organization, the Liberia Cooperative Association, was founded to encourage greater commercial and economic activity by Liberians.

Significant strides were evident in agriculture—especially in rubber production and fishing. Timber production, however, seemed headed for a slower year in 1963.

Initial shipments of rubber were made from the plantations of 3 firms—B. F. Goodrich, African Fruit, and the Liberia Company—whose rubber plantings are now beginning to enter production. A $2.5 million rubber processing plant was completed at the Goodrich plantation.

Production figures through August indicated there would be a dramatic increase in the domestic catch and consumption of fish. This was partly the result of improved freezing facilities and distribution methods.

Timber production, it appeared, would be somewhat lower this year mainly because of transportation difficulties and the financial problems of some logging firms. Planned new road construction and possible use of the Buchanan-Nimba railway for logging indicate some prospect for relief of the transportation bottleneck.

Information on the nature and classification of Liberia forests is now being gathered by several groups. This should enable the country to better manage and harvest its valuable timber resources.

The pace of construction activity appeared only moderate during the quarter but showed signs of accelerating. An $8.3 million contract for construction of a 103-mile road connecting the port of Greenville with the interior was awarded to a constortium of German firms. The road will open up an area that has been relatively inaccessible.

AID hydro loan

Also, a loan agreement amounting to $24.3 million for a hydro-electric project was signed by the Government of Liberia and the U.S. Agency for International Development. This project, located on the St. Paul River at Mt. Coffee above Monrovia, should assure adequate power for Liberia for some years after its completion.

Other AID projects agreed on are a loan of $1.7 million for construction of a junior-senior high school and a $5.3 million loan for a national medical center.

In other developments, there was continued activity by several private and missionary organizations in the fields of education and health. Some labor unrest was manifested by strikes of rubber tappers against Firestone and workers at the Bong iron ore venture. A strike was threatened by dock workers against the Farrell Lines shipping company.

Tanganyika's schools get $4.6 million IDA credit

The International Development Association (IDA), an affiliate of the World Bank, has extended a development credit equivalent to $4.6 million to Tanganyika to help the Government enlarge the secondary school system. The credit will help finance the construction and equipment of 2 new schools and the extension and equipment of 53 others, providing in all nearly 6,900 additional places for students. All materials which cannot be procured domestically will be obtained through international competitive bidding.

The estimated cost of construction, expansion and equipment is equivalent to $6 million. The extension of government schools is being carried out and supervised by the Public Works Division. The additions to voluntary agency schools are being undertaken by the agencies themselves according to standards and specifications approved by the Public Works Division.

New York, Austrian businessmen denied export privileges

Investigation pending on charges of exporting without valid licenses

Two New York businessmen and two Austrians have been denied temporarily all U.S. export privileges pending completion of an investigation of their exports of U.S.-origin goods believed to have been made without obtaining validated export licenses as required by law.

In a temporary denial order issued December 31, by the Bureau of International Commerce, action was taken against Sylvan L. Hart (also known as Sylvan L. Hayuth) and his firm, Sela Electronics Co., and Fred R. Gluckman, both of New York City; and Ludwig Kastner and his son George Kastner, import-export businessmen in Vienna, Austria. The Kastners also operate the firm Centropa L.K. in Istanbul, Turkey, which is also covered by the denial order.

The Bureau stated that facts uncovered to date lead to a substantial basis for believing that during the last several months Hart and Gluckman had obtained, and shipped to the Kastners in Austria, U.S.-made electronics tubes and equipment some of which was of strategic importance, without obtaining validated export licenses.

The temporary denial order was entered to prevent the four businessmen and their firms from obtaining other U.S. goods in the next 60 days and will be extended, if found desirable to further protect the public interest, until the Bureau's investigation and findings are completed.

The denial order prohibits Sylvan L. Hart, Fred R. Gluckman, Ludwig Kastner, George Kastner, and their firms, and all other persons and firms related to them in the conduct of trade, from ordering, buying, receiving, or disposing of any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data. It further states that no other person or firm may deal in any respect with them or on their behalf with respect to such goods.

Public Law 480 purchase authorization modified

All Title I and IV, Public Law 480, purchase authorizations have been modified, effective with contracts between suppliers and importers entered into on or after December 30, 1963, to include the following certification:

"The undersigned hereby certifies that the commodity for which payment is claimed herein was not acquired by the supplier from Anthony DeAngelis, Adolf Gobel, Inc., Allied Crude Vegetable Oil Refining Corp., Atlantic Industries & Terminal, Inc., Chicago Refining Corp., Continental Refining & Packaging Co., Inc., Eastern Edible Refining Corp., Metropolitan Fats and Oils Co., Inc., Metropolitan Shortening Corp., Queens Shortening and Refining Corp., Riverside Shortening Corp., Shortening Corp. of America, Inc., Trans-World Refining Corp., or Universal Automated Industries, Inc."

The above certification should be included in the CCC copy of the supplier's detailed invoice in addition to the documentation required by the regulations and the applicable purchase authorization.

Requests for reservations filed with Tariff Commission

The Tariff Commission has received requests for reservation of certain articles in the President's list of articles from trade agreement negotiations.

Investigations and hearings under the Trade Expansion Act of 1962 have been instituted after requests for reservation were properly filed with the Commission for the following 15 articles:

Garlic; ocean fish; tartaric acid; cream of tartar; ribs and stretchers of metal for umbrellas or parasols; baseball gloves and mitts; fur; ceramic mosaic tiles; scissors and shears; ferrocerium; spring type clothespins; bicycles; tobacco pipes and pipe bowls; dressmakers' or common pins; and velveteens.

Further information on the times and dates of the hearings may be obtained by writing to the Secretary, U.S. Tariff Commission, Washington, D.C. 20436.

Wheat sales to Soviets at $167 million mark now

Licenses granted for more U.S. sales to Russia and Bloc countries

The sale of an additional $42 million worth of wheat to the Soviet Union, and $10.5 million worth to Soviet satellite countries was authorized by the Department of Commerce last week.

Licenses for the export of approximately $85 million of surplus wheat to the Soviet Union on a cost and freight basis were previously approved by the Department.

Sale of the wheat is understood to be on a cash basis, delivery scheduled for early spring, with 50 percent to be transported in U.S. bottoms, if available.

This brings to a total of about $167 million the value of export licenses granted for the shipment of wheat to the Soviet Union. Two licenses that total $40.6 million were issued previously.

Undisclosed

One of the latest licenses issued covers wheat in the form of flour for a valuation of $5,315,500. In conformance with Commerce Department policy, identities of exporters and the tonnages involved are not disclosed, although the exporters are free to do so.

Under the ground rules for the shipment of U.S. wheat to the European Soviet Bloc countries, no one exporter may obtain licenses exceeding 25 percent, or 1 million tons of the estimated quantity of wheat those countries may purchase in the U.S.

These earlier licenses cover the following individual dollar amounts of wheat for the Soviet Union: $16,300,000; $23,067,000; $20,562,500; and $19,362,500.

In addition, the Department has also approved a license for the export of grain sorghum seed, valued at $3,355, to Bulgaria.

BUYS DUTCH PLANES

Three 2-engine aircraft have been purchased by Alitalia to replace the old Dakotas on national routes. The Dutch-made aircraft carry 44 passengers.

Brazilian Government restricts foreign exchange expenditures

SUMOC instruction tightens already stringent import controls; prior deposit of 200 percent required of Brazilian importers

Brazilians will find it still more difficult to finance many imports as a result of a recent SUMOC (Superintendency of Money and Credit) instruction.

This regulation restricts foreign exchange expenditures by requiring Brazilian importers of goods in the "Special" category, and of certain goods under the "General" category, to make prior deposits of 200% (increased from 100%) of the exchange contract, to be held by the Bank of Brazil for a total period of 210 days.

The deposits are returned at the end of 30 days in the form of six-month, non-interest-bearing notes by the Bank of Brazil. Evidence of deposits, made in cruzeiros, must be presented to the Bank of Brazil within 5 days of the signing of the exchange contract.

For details . . .

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.

Imports of all "Special" and many "General" category merchandise now require this increased deposit. Among the principal categories of goods in the "General" list affected by this new regulation are: certain animal material and chemicals for medicinal and other uses; fruits, nuts, and vegetable oils; spices; perfume and essential oils; photographic and cinematographic supplies; some textile fibers and manufactures; some electrical equipment, parts and supplies (electronic, microphonic, and camera items, and speedometers, tacometers, and taximeters); watch movements; carpenter tools and metal-working instruments; various guns and accessories; and musical instruments.

In all, over 400 items were affected by this regulation. Importers of other products will continue to deposit 100 percent of the value of the exchange contract, with the few exemptions indicated below.

Exemptions to the prior deposit were granted by the Council of SUMOC to the following merchandise: goods on which tariff concessions are granted to Latin American Free Trade Association (LAFTA) members by Brazil (previously, all goods from LAFTA-member nations were exempt); imports by the Federal, Municipal, and State governments; and imports specified by the SUMOC Council in the Banking Fiscalization Department of the Bank of Brazil (FIBAN) Circular Letter 525, published August 16, 1963.

Exemptions listed

Among the exemptions under this circular letter are:

Blankets imported by book and newspaper publishers; coal and fuel oil imported by public utility companies; coal for the preparation of coke for smelting purposes; additional parts and assemblies for use in shipbuilding, telephonic equipment, tractors, bulldozers and cultivators subject to approval; breeding stock, frozen semen and seeds;

Imports enjoying drawback privileges through prior application; newsprint and paper imported by book publishers and printers to be used in book production; fertilizers, insecticides, and the like, for use exclusively in agriculture and stock-breeding; wheat in grain; petroleum and derivatives; equipment, parts and spares for newspaper plants, for book publishers, and those to be used for prospecting, drilling, pipeline-delivery and refining of crude oil;

Maps, books, newspapers, magazines, and similar publications of a technical, scientific, or didactic nature; approved machinery and equipment, with or without exchange cover; raw sulphur; airplanes, parts, equipment, and accessories for Brazilian airlines; rubber, both natural and synthetic, as well as the raw materials for the manufacture of synthetic rubber; steel sheets for manufacture of vehicles, etc.; additives; imports by medical, social, and educational enterprises; goods in the "General" category with a maximum value of $50.00; and parts and accessories for the National Petroleum Fleet.

Foreign exchange credits granted to Turkey

An agreement providing for a credit of 26 million Swedish kroner ($5.0 million) for the foreign exchange expenditures for a hydroelectric power station on the Harsit River has been signed by the Turkish Minister of Finance and the Swedish Ambassador.

The projected power station will be built on the Black Sea coast, southeast of Tirabolu, and is to produce 70 million kilowatt hours of electrical energy annually.

The credit constitutes Sweden's contribution through the OECD Consortium for Aid to Turkey for the whole period of Turkey's Five Year Plan (1963-67) and is being extended on terms previously outlined to the Consortium (20 years at 2 percent with a 5-year grace period).

The credit is not tied to purchases from Sweden. The agreement was expected to be ratified by Sweden by the end of last year and work on the project is to start this month.

In another action, the Swiss Parliament has passed a law enabling the extension of a credit of 43 million Swiss francs ($9.9 million) for purchases of technical equipment within the framework of Turkey's Five Year Development Plan. As in the Swedish case, the credit constitutes Switzerland's contribution through the Consortium on a multi-year basis.

Construction ban rejected

The Economic Committee of the German Bundestag has rejected a Federal Government bill providing for a continuation of restrictions on building activity. As a consequence, the restrictions introduced in June 1962 expired December 31. The restriction affected primarily the construction of office buildings, theaters and hotels.

Austria continues liberalization measures by removing many import restrictions

Only few 'residual restrictions' will remain after three-step program of GATT-wide liberalization; Czechoslovakia, Cuba, Japan excluded

Austria plans to continue liberalization measures in 1964 by removing the still-existing quantitative import restrictions on a large number of commodities.

These items will be liberalized in three steps: January 1, July 1, and January 1, 1965. After the third step is taken, only a few "residual restrictions" will remain as exclusions. These liberalizations will be GATT-wide, with Czechoslovakia, Cuba, and Japan excluded as they have been from all previous liberalizations.

Official publication of the two 1964 moves was scheduled to take place before the end of last year. The third move, as well as the list of residual restrictions, has not been made known in order to avoid premature objections from interested parties.

The January 1, 1964, liberalization list includes such commodities as: molasses; printing ink; linen yarn made up for retail trade, hemp yarns and fabrics; machine knotted rugs; shawls, scarfs, mufflers, and kerchiefs; bed linen, table linen, and kitchen linen; hats and other plaited headwear; lamps of porcelain and stoneware; glass wool and articles made thereof; cables, ropes, and cords of iron or barbed wire; knives, spoons, forks and tableware; electric cooking plates; bicycles; plastic boats, collapsible boats, as well as sport and luxury boats.

The second liberalization step will include among others the following positions and subpositions: sugar and syrup aromatized; white oils (vaseline oils, paraffine oils); transformer oil; acetic acid; medicinal preparations; varnish, lacquer, water colors; all perfume articles; art paper and chrome paper; bags, sacks, and boxes of paper or cardboard; linen yarn and linen fabrics; tieing cord; lines and ropes; canvas covers, tents, sails and camping equipment.

In addition, the liberalization of mid-1964 is likely to embrace brake linings and clutch linings; wall plaques of glass; glassware for illuminating and signaling; saws and saw blades; spindle drilling machines; three phase current motors, weighing up to 100 kilos; two or more phase alternating current motors; electric welding machines and apparatus for plastic materials; motorized bicycles and bicycles with auxiliary motors; bedding such as mattresses, quilts, cushions, eiderdown comforts, and such, including those of foam rubber or sponge rubber; all toys including dolls and toy trains; zip fasteners (zippers); lead pencils, leads, and colored pencils.

Paraguay reduces tariffs on more than 100 items

On December 16, the Government of Paraguay issued Decree 1,975, announcing tariff reductions averaging 50% on over 100 items. The main reductions were on food, raw materials used by Paraguayan industry, machinery, pharmaceuticals, wood manufactures, whiskey, and cigarettes. Most reductions will apply to imports from all origins, except that food from neighboring countries will receive preference. Information on duties applicable to specific commodities will be available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Togo becomes member of African Monetary Union

Togo has become a member of the West African Monetary Union.

Established in May 1962, the West African Monetary Union now groups seven independent nations in former French West Africa (Ivory Coast, Dahomey, Niger, Upper Volta, Senegal, Mauritania, Togo).

The Union has a common bank of issue, and a common currency, the CFA franc, which is guaranteed by France. At the current rate of exchange, 246.8 CFA francs equal one U.S. dollar.

Under the Olympio Government, Togo had planned to set up its own currency and central bank and, therefore, did not join the West African Monetary Union when it was formed. However, the idea was abandoned by the new government of President Grunitzky.

Import charges reduced on chickens into Berlin

Import charges on chickens for West Berlin have been reduced by 28 pfennigs.

In the past, charges on chicken imports from non-EEC countries have amounted to DM 1.00 per kilogram. (1 DM=100 pfennigs=$.25.) The reduction is effective until June 30.

This action is of particular importance to Berlin as the first case in which the EEC Commission has applied the clause of the Rome Treaty which called upon the contracting parties to take into account the special situation of Berlin.

Canada sets book-dumping duties

Canadian collectors of customs have been instructed, effective from Jan. 10, 1964, to regard as of a "Class or Kind Made or Produced in Canada" those imported books whose titles are actually printed in that country.

Books so classified, if imported into Canada at below the selling price in the country of origin, are subject to a special or dumping duty equal to the difference between the acceptable fair market value and the selling price—not in any case to exceed 50% of the former.

Categories

Subject to the new ruling are university and school textbooks, novels, works of fiction, biographies, and books dealing with history, science, philosophy, religion, the fine arts and travel, as well as books in these general categories which are not designed to advertise or promote the sale of goods and services.

Canada's Department of National Revenue has asked publishers and printers to furnish it with the titles and names of authors of Canadian-produced books which are being or have been printed by them and are available for sale, and new titles as they are printed by them in the future.

About C$41 million worth of books entered Canada from the United States in 1962.

New industrial projects slated for Singapore

Various industrial investments from different countries have been proposed in Singapore.

A Hong Kong company plans to launch a $67,000 textile enterprise next year; industrialists from Taiwan have announced they are seriously considering establishing plants for the manufacture of chemicals, electrical appliances, vegetable oil, and educational material; and Swiss interests are reported ready to set up six new light industrial projects in conjunction with the Singapore Economic Development Board. The Board has announced it will sponsor several new enterprises at the Jurong Industrial Estate next year and expects to invest more than $21.7 million in industrial enterprises. These include a sugar refinery, a grain silo, a fertilizer plant, a solvent extraction plant and an iron-ore loading terminal. A portion of the share capital of these projects will be reserved for subscription by Singapore firms affected by the Indonesian confrontation.

A number of other small industries may be started next year.

Eleven commercial banks amalgamated in UAR

The Ministry of Economy has announced the amalgamation of eleven commercial banks in the U.A.R. into five banks.

The five (absorbed banks in parentheses) are: National Bank of Egypt (Bank of Commerce), Bank of Alexandria (Import and Export Bank of Egypt), Bank Misr (Bank of Suez and Banque de la Collectivite Financiere), Bank of Port Said (Bank Al Goumhouria) and the Bank of Cairo (Banque de l'Union Commerciale).

All Egyptian banks have been under Government control since their nationalization in November 1956.

Exports continued climb in November; 6% above '62

The Bureau of the Census has announced that seasonally-adjusted U.S. exports of domestic and foreign merchandise amounted to $1,940.2 million in November, a 2% increase over October and more than 14% higher than November 1962. The total does not include military assistance shipments.

For the 1st 11 months of 1963, seasonally-adjusted non-military exports were at an annual rate of $22,083 million, about 6% ahead of the 1962 figure.

Peru lifts duties, taxes to encourage car-assembly firms

General Motors prepares plans to expand operations in field

Exemptions to promote development of automotive assembly operations have been decreed by Peru.

The Supreme Decree (November 22) created new tariff items for completely unassembled chassis and bodies for cars, trucks, station wagons, and buses. These items, as well as new assembly-process machinery and installations which do not compete with similar items of local manufacture, are freed from payment of specific import duties for a 5-year period, renewable for an additional 5 years. The automotive assembly industry will also benefit from reduced stamp and ad valorem taxes.

The decree stipulates that by the end of the fifth year of operation the proportion of domestic resources used should reach a minimum of 30% of the F.A.S. (free alongside) value of the assembled vehicle.

GM responds

In the wake of the decree, General Motors del Peru S.A. announced that it planned to present a request for permission to expand its operations to include passenger-car assembly. The firm has been producing commercial vehicles for some time.

Pedro A. Pessoa, managing director, said that the company would soon start constructing a new plant on a 114,000-square-meter site 5 miles east of Lima—bought by General Motors del Peru S.A. in August 1962. Facilities for assembly, warehousing of products, a service training center, and offices will occupy 25,000 square meters of floor space. Administration and selected company activities are to be transferred to the new location. Operations are scheduled to get underway in late 1964.

SAR nationalizes advertising

All advertising in the Syrian Arab Republic has been nationalized according to Law No. 225. The decree created the Arab Advertising Institution, granting it a monopoly on all public and private advertising in periodicals, television, radio, and public places.

Mali gets AID assistance for veterinary laboratory

The Agency for International Development has announced the signing of a loan agreement with Mali for constructing and equipping a veterinary laboratory vital to improving the West African nation's livestock industry. The loan of 1.1 million dollars will assist in paying for procurement of materials and services in the U.S. and Mali.

A four-building installation, the laboratory will be a center for production of vaccines, administration of animal inoculation programs, diagnosis of disease and epidemic conditions, research, and training of field staff. It will be located near Bamako, Mali's capital.

The loan is repayable in dollars within 40 years, including a ten-year grace period, with an annual credit fee of ¾ of one percent.

Several Ceylon imports put under individual licenses

Several commodities, formerly importable into Ceylon under open general license, have become subject to individual import license by recent action of the Ceylonese Government.

The new items now requiring a prior license for their importation are pitch, resin, petroleum asphalt, coke of petroleum and other by-products of coal, lignite, petroleum and oil shale (including mixtures with asphalt) n.e.s., coal, coke, patent fuel, lubricating oils and greases including mixtures with animal and vegetable lubricants, mineral jelly, mineral waxes, manufactured gas, crude fertilizers, and manufactured fertilizers.

Guatemala places farm machinery on free list

The Government of Guatemala has exonerated import duties and other taxes on plows, cultivators, disc-plows, seeders and others (NAUCA 712-01-01 to 712-01-05); harvesters (NAUCA 712-02-01); tractors and accessories (NAUCA 713-01-00); and planes for air fumigation (NAUCA 734-01-00).

The previous duty on all the above except the planes was one percent ad valorem on the cif value, and that on planes was 10 per cent ad valorem.

In 1962 the cif import value of these items totaled US$4.4 million, of which the U.S. share was US$2.8 million—64 percent of the total.

Spanish concerns ask assistance

Look to U.S. companies for help to make varied food products, china, trucks, chemical products and electrical accessories

A group of 10 Spanish firms is seeking U.S. collaboration to produce acids, bricks, cars and light trucks, earthenware and china, electrical accessories and a variety of food products. Many of these firms also offer management participation to interested U.S. manufacturers.

Acids

Licensing and financial assistance sought from a U.S. firm in order to expand present production to include sorbic and terephthalic acids. Write to Productos Quimicos Iberia, S.A., Bezana, Province of Santander.

Bricks

• A leading manufacturer of ceramic and ordinary bricks and tiles seeks licenses and technical assistance in order to mechanize and expand his production.

The firm is willing to consider granting financial and managerial participation. Ceramicas "Santa Isabel" y "Rubiera," Muralla 8, Gijon, Province of Oviedo.

• License sought for the production of glazed and pigmented bricks. The firm says there is no production of glazed bricks in Spain at present. Tejeria La Covadonga, Muriedas, Province of Santander.

Cars, light trucks

Manufacturer of diesel-powered trucks and station wagons of ¾-ton and 1-ton capacity asks joint venture to produce light trucks and automobiles. Pedro Luis Fanjul, Avenida Portugal 75, Gijon, Province of Oviedo.

Electrical accessories

Manufacturer of accessories for industrial electrical installations wants licenses and technical assistance from a manufacturer of similar products. Firm will consider granting financial and managerial participation. Esmena, Arcipreste de Hita, 17-23, Gijon, Province of Oviedo.

Earthenware, china

A leading manufacturer of earthenware and china of all types seeks collaboration from U.S. manufacturer of similar products. The firm is interested in obtaining capital, licenses and technical assistance in order to mechanize and expand his production from 2,000 to 5,000 metric tons a year.

The firm is prepared to provide the major part of the capital, plant facilities and a nationwide sales organization. Contact Ibero Tangara, S.A., Aptdo. 58, Santander, Province of Santander.

Food processing

• Firm engaged in the packing of fish seeks financial assistance and technical know-how to expand production. Is willing to grant financial participation up to 50%. Arturo Ibanez Castro, Santona, Province of Santander.

• Joint venture sought with a U.S. firm specializing in the processing of apples for products such as cider, juice and preserves. The Spanish firm believes there is considerable opportunity for the establishment of this apple-processing plant since apples are abundant and there are no large firms in the area with modern equipment.

Capital and plant facilities would be provided by the Spanish firm which would also consider granting financial and managerial participation to the U.S. firm. Luis Rubiera Diaz, Muralla 8, Gijon, Province of Oviedo.

• Fish cannery seeks technical and financial assistance from U.S. firm to produce fish products, food pastes, sauces and condiments in its new factory. Will consider any type of collaboration including granting 50% or more financial participation in the venture. Jose Marino Linaje, Conservas de Pescados, Laredo, Province of Santander.

• Manufacturer of mayonnaise and other sauces is interested in collaborating with a U.S. firm in order to expand business and diversify its product line. Will grant up to 50% financial interest in its company. Write to Jose Mario Brambilla Estuardo, Santona, Province of Santander.

INSTANT SPUD VENTURE ASKED

A Netherlands firm seeks a joint venture with a U.S. potato packer in order to process potatoes into instant mashed potatoes.

N.V. Paddingfabriek Atlanta Hooge ter Aa 13, Groningen, Netherlands.

Corn output, sales to be explored in Central America

AID will assist group of young Illinois farmers in project

A Carlinville, Ill., firm—Foreign Agricultural Research and Marketing, Inc. (FARM)—will explore the possibility of expanding the production and marketing of corn in Nicaragua, Costa Rica and Guatemala under the Alliance for Progress.

An Agency for International Development investment-survey agreement will enable FARM to seek a suitable production site and consider the advisability of including pork production in the undertaking. Corn is a basic commodity in Central America.

AID will pay $10,350—half the cost of the survey—if FARM decides against the proposed project. Otherwise, all survey costs will be paid by the Illinois firm. FARM, organized by young Illinois farmers with practical operational experience, is contemplating forming a joint venture with a capital of $600,000. With these funds it would purchase or lease suitable land and farm equipment.

French inventor offers new device for baby feeding

Unit will also feed semisolid, solid food to young animals

A U.S. licensee is sought to produce and sell a French-developed device for feeding infants or young animals solid or semisolid foods.

The developer of the device, who has applied for a U.S. patent, claims that his invention provides a completely new, safe and easy method of infant feeding.

The device has 2 basic parts—a nipple with its open end fixed to an annular frame and a nipple-holding collar.

Complete drawings and additional in-

formation pertaining to the feeding device are available from the Bureau of International Commerce, Office of International Investment, File 1198, Department of Commerce, Washington, D.C. 20230.

Nuclear-power product manufacturing asked

A British manufacturer of nuclear-power reactors, fuel-handling equipment, fuel-element cans and zero-energy nuclear-research facilities seeks a licensing arrangement with a U.S. firm to produce products in the nuclear-power, nuclear-instrumentation and manipulators field.

The Fairey Engineering Co., Ltd., Heston, Middlesex.

First commercial bank in Ethiopia seeks U.S. aid

Financial participation asked in addition to help bank has received from British interests

Ethiopia's new commercial bank, the Addis Ababa Commercial Bank, said to be the first such bank in the country, has just concluded an agreement with the National and Grindlay's Bank, Ltd. of London.

Under the agreement, the British bank will subscribe about $280,000 to the Commercial Bank's shares and will provide technical assistance and managerial advice. The British bank's subscription raises the capitalization of the Addis Ababa Commercial Bank to approximately $680,000, or Ethiopian $1,700,000.

U.S. financial and industrial firms wishing to establish themselves in Ethiopia, and possibly also participate in the Commercial Bank venture, should write Mr. Debebe H. Yohannes, Managing Director, Addis Ababa Commercial Bank, P.O. Box 751, Addis Ababa, Ethiopia.

ELECTRONICS LICENSE WANTED

A firm in Sweden seeks U.S. license to manufacture automatic telephone-answering devices, intercommunicating systems and related telecommunication and electronic apparatus and devices.

Svenska Bradma AB, Bryggarvagen, 5, Tumba, Sweden.

U.S. paint manufacturer has opportunity to license formulas to Iraqi producer

Use of trade name, possibly also capital assistance asked by major firm in its line; good domestic market seen

A relatively small but well-established paint maker in Baghdad, Iraq, seeks the technical assistance of a U.S. paint manufacturer. The firm wants to improve and expand production which at present runs at the annual rate of $200,000 in terms of local currency.

The local firm is interested in entering into a licensing agreement with a well-known American paint manufacturer for the use of formulas and trade name. Financial participation by the U.S. firm would be welcomed but local capital is available for plant expansion.

The plant is equipped with British machinery. At present, it produces plastic emulsion paint, white zinc paste, anti-corrosive primers and first and second quality synthetic enamel.

With the exception of a small factory in a provincial city, this plant is the sole producer of paint in the country, although a new firm was formed last year to produce paint under a British license.

Good prospects

The management believes that prospects are bright for the local paint industry. Imports of paints of all kinds have shown a substantial increase over the past several years. Although raw materials for paint manufacture are imported, they are exempt from customs duties. Moreover, in view of the government's policy of encouraging local industry, chances are good that foreign paints will be excluded from the market once local producers demonstrate their ability to satisfy the demand.

U.S. paint manufacturers interested in this licensing and/or investment opportunity are invited to write to Bureau of International Commerce, Office of International Investment, File 4-2851-5-B, Department of Commerce, Washington, D.C. 20230.

Colombian tomato product industry to be studied

Three California men have obtained a grant under the Alliance for Progress from the U.S. Agency for International Development to survey the possibility of growing and packing tomatoes and tomato products in Colombia.

The Californians are Matthew L. LaBrucherie, El Centro cattleman and operator of a 3,500-acre row crop farm in the Imperial Valley, Charles A. Pinney, Jr., El Centro attorney, and D. Donald Poole, Holtville agronomist and expert on tomato cultivation. If they decide to start the business within 3 years they will pay the full survey cost estimated at $9,500.

If they decide against the investment, then AID, under prevailing procedures, will pay 50% of the survey cost.

The proposed investment by the Californians could total between $250,000 and $400,000.

Food-packaging machinery license asked in Germany

A manufacturer of shoe repair, precision shoemaking machinery and varied machinery for other manufacturers seeks license to produce packaging machinery for vegetables and food delicacies. Machinery should not exceed 1,000 pounds in weight.

H. Walthers & Co., Wiener Str. 120, Frankfurt/Main-Oberrard, Germany.

License to make women's gowns and robes wanted

A manufacturer of dresses, blouses, pajamas and men's shirts seeks a U.S. license to manufacture medium or low-priced women's nightgowns and robes. Preferably, the garments would be of woven cotton or manmade fibers.

For further information, write to AB Hjalmar Petri, Vaxfo, Sweden.

Paper-forming, handling equipment asked overseas

A French manufacturer of typographic presses and paper-cutting machines seeks U.S. license to produce equipment related to graphic arts and more especially equipment for converting, shaping and forming papers and cardboards.

The firm is also interested in equipment for handling papers and cardboards and in equipment and devices which would complement the paper-cutting machines they now manufacture.

Soc. Francaise des Presses F.L., S.A., 72 rue Rouget de Lisle, Roubaix (Nord).

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Panama invites bids for highway construction

Invitations to bid have been issued by the Inter-American Highway Section of the Highway Department, Republic of Panama, for Panama Project No. 18-B, Section 3 of the Inter-American Highway between Pajal and Guabala, length 45.9 kilometers, Provinces of Veraguas and Chiriqui.

Bid deadline is 10:00 a.m., January 29.

The project consists of grading, draining, base course, plain portland cement concrete paving (20 feet by 8 inches), and four bridges. Approximate quantities of the principle items are: unclassified excavation and borrow 3,600,000 cu. m.; excavation for structures, 76,058 cu. yd.; crushed aggregate base course, 46,000; plain P.C. concrete pavement, 288,000 sq. m.; concrete class "A", 5,862 cu. yd.; reinforcing steel, 69,295 lb.; structural steel, 1,770,840 lb.; concrete pipes (various sizes), 22,704 linear ft.; structural plate pipes, bit. coated (various sizes), 4,632 linear ft.

Plans, specifications and special provisions may be examined at the office of the Carretera Interamericana 37-46, 7th Ave., Panama City (Via Espana No. 16) or at the Inter-American Highway Office, Bureau of Public Roads, Rm. 911, Matomic Bldg. 1717 H St., NW., Washington, D.C.

Plans, specifications, special provisions and bidding documents may be obtained from the office of the Carretera Interamericana, Panama City upon the deposit of $100 in cash or a check for an equal amount payable to the "Ministerio de Obras Publicas-Carretera Interamericana". Bidders will be refunded 80% of this amount upon return of the plans and specifications in good condition within 15 days after the contract is awarded.

Bids must be submitted in Spanish on forms specified in the Spanish specifications. The Standard Specifications for Construction of Roads and Bridges on Federal Highway Projects, January 1961, referred to as "FP-61" will govern. The English version may be obtained from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. 20402, for $2.25 each. The Spanish version will be furnished by Carretera Interamericana with the other bidding documents.

Bids will be considered only from firms who have an acceptable record of performance in construction in Panama or the United States or from firms associated with firms which have such a record. They must be bonafide Panamanian or U.S. firms, principally owned by citizens of Panama and/or the U.S.

Bids requested for switchgear

The National Power Corporation, Republic of the Philippines is inviting tenders for supply of switchgear and accessories for Mexico Substation, Mexico, Pampanga, Luzon, Philippines.

The equipment required will include outdoor switchgear consisting of switchyard steel structures, installation and grounding materials, power circuit breakers, double unit air compressor plant, current and potential transformers, disconnect switches and lightning arresters.

Bids will be received at the Office of the National Power Corp., 161 Bonifacio Drive, Port Area, Manila, Philippines, until 10:00 AM, January 28.

Plans and specifications may be obtained from the Office of the National Power Corporation upon payment of $1.25 per set.

A copy of the specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

Malaya invites bids for electrical requirements

The Central Electricity Board of the Federation of Malaya is inviting bids for the supply and erection of switchgear, transformers, transmission lines and related equipment for the Batang, Padang, and Prai Developments.

Contract No. 1B is for outdoor switchgear 132 kv and 33 kv, indoor switchgear 11 kv and 415 v, control, relay and associated equipment including 11 kv and 415 v auxiliary power and multicore cables. Tender documents for contract 1B will be available after February 3.

The bid deadline is April 27.

Contract No. 2 is for transformers with ratings varying between 5 and 60 mva at voltages between 3.3 and 132 kv including on load tap charge and associated control equipment. Documents for Contract no. 2 will be available after March 16; the bid deadline is June 8.

Contract no. 3 is for 132 kv transmission lines. Tender documents for Contract no. 3 will be available after February 24 and must be returned by May 18.

Tender documents will be available from Preece, Cardew and Rider, 8, 10, and 12 Queen Anne's Gate, Westminister, London, S.W.1. upon payment of $56 per set which is not refundable.

Tender announcements are available from Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington D.C. 20230. (Telephone: 202-WOrth 7-4242).

Tenders invited by Iraq for telecommunications needs

The Republic of Iraq is inviting tenders for the supply, delivery, and installation of power-line carrier and radio equipment and of a network analyzer and/or digital computer for the Southern Iraq Electrical system under Contract No. 3/8, 95/19.

The equipment includes very high frequency transmitter-receivers, automatic telephone switching and terminal equipment, power-line carrier units, alarm and supervisory system, coaxial and carrier cables, network analyzer and/or digital computer, telesignaling and telemetering equipment, telephone sets, telegraph transmitters and receivers, power supplies, instruments and associated equipment.

Tenders must be submitted by April 9 to the Secretary of the Committee for Opening Tenders, Ministry of Industry, Baghdad.

Specifications and conditions may be obtained until February 9 from the Embassy of the Republic of Iraq, 1801 P St., NW., Washington, D.C., against payment of $70 per two sets of documents.

Ecuador announces bids for hospital equipment

Ecuador announces an invitation to bid on hospital equipment, materials, supplies, and complete installations in Quito, Guayaquil, Cuenca, and Riobamba. Tender is global. The successful bidder must also provide all furniture of Ecuadorean manufacture. Offers by all bidders are to be based on their own selection of materials for complete hospital installation, according to plan.

Hospital blueprints and specifications are available upon payment of sucres 3,450 (equivalent to approx. U.S.$190 at the current free market exchange rate of sucres 18.50=U.S. $1.00). Requests for blueprints and other information should be accompanied by U.S.$25.00 to cover cost of airmail postage.

Since specific lists of equipment covering a wide range have not been prepared, interested bidders do not have a uniform basis on which to submit bids.

The bid deadline is April 13. Terms and specifications are in Spanish. Correspondence is preferred in Spanish. The name and address of the Government agency submitting the bid is: Secretaria de la Comision Especial de Licitaciones, Instituto Nacional de Prevision, Calle Estrado 132 y Calle Tarqui, Quito.

A review copy is available for inspection in the Scientific, Photographic and Business Equipment Division, Rm. 4118, BDSA, Department of Commerce, Washington, D.C., 20230.

Pipe line of mild steel needed by South Africa

The Rand Water Board, Johannesburg, has announced tenders for Contract No. 1047 of approx. 86,000 ft. of 90-in. internal dia. pipe, excavation of pipe trenches, laying and jointing of pipe, and construction of valve chambers. The pipe is to be of mild steel, reinforced concrete or prestressed concrete.

The bid deadline is January 24.

Copies of the contract documents may be obtained from the Chief Engineer, Rand Water Board, 3 Fraser St., P.O. Box 1703, Johannesburg.

A set of the contract documents is available for review to interested firms located in the U.S. in the office of the Building Materials and Construction Industries Division, Department of Commerce, Rm. 4014, BDSA-306, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

UAR seeks firms to design, construct new railway line

The state-owned Egyptian Railways is seeking firms to design and construct a new railway line, approx. 300 kms. in length, from Bahariya Oasis in the Western Desert to the existing mainline Cairo-Aswan railroad. This line will be used to transport iron ore from Mahariya Oasis to the Iron and Steel Works near Cairo. The project will include the construction of related structures such as bridges, culverts, sheds and tunnels.

Interested firms should contact the Egyptian Railways, Way and Works Department, Ramses Square, Cairo.

Highway projects in Costa Rica open for bids to contractors

The Government of Costa Rica is initiating this year a long range program of highway improvement and new construction (Plan Vial), partially financed by the International Bank for Reconstruction and Development and the International Development Association. Contract work for a total value of US$11 million will be advertised for bids over a period of three years. Contracting firms from any of the member countries of the International Bank are eligible to submit bids.

The first tenders announced under this program are for the improvement of the San Josecito-Atenas Highway (19.9 kilometers) and the Y Griega-San Antonio Highway (3.05 kilometers). The work consists of the complete improvement of the highways, including earthwork, pavement, drainage and related work, as shown on the plans, the specifications and in the Special Provisions.

The deadline for the submission of bids is February 21.

Copies of the bid invitation stating the principal items of work and bidding instructions are available on loan to firms located in the U.S. from BDSA's Trade Opportunities Unit, (BDSA-111), Department of Commerce, Washington, D.C. 20230. Please mark request to the attention of "Costa Rica."

Ecuador invites hardware bids

The Banco Ecuatoriano de la Vivienda, Apartado 3244 in Quito, has announced Bid No. 11, calling for the following: lock sets, door: door thickness 1¾" to 2½", exterior, 4,500 units; same, interior, 20,000 units; bathroom, 4,500 units; duplicate key sets for all; door hinges: steel, 6 perforations, 3½" x 3½" (open), min. thickness 0.089"—7,500 pairs; 2" x 2" (open), min. thickness 0.062", 7,500 pairs; door bolts, gold or silver color finish; sliding bar 4" x 3/32" min. x 3/8" wide, 5,000 units; same, sliding bar 2½" x 1/8" min. x 3/8" wide, 15,000 units.

Purchase of this equipment will be financed through an Inter-American Development Bank Loan.

The bid deadline is 5:00 p.m., January 20. Correspondence is preferred in Spanish. It is requested that quotations cif Guayaquil be submitted as promptly as possible, by telegraph if necessary.

Copies of bid tender No. 11 in Spanish are available on loan to interested firms located in the U.S. from the Building Materials and Construction Industries Division, BDSA-306, Department of Commerce. (Telephone: 202-WO 7-3601).

Honduras reissues invitations to bid on La Mesa airport

All bids presented to the Banco Municipal Autonomo, Tegucigalpa, covering the construction of the "La Mesa" international airport near San Pedro Sula have been rejected because of non-compliance with the specifications. New invitations will be issued in January.

Specifications and documents necessary for bidding will be available from the Banco Municipal Autonomo, Tegucigalpa at $100 per set.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

010 Commercial Farms

NETHERLANDS—Grass, cloverseed, yellow, brown mustard seed (Montana yellow No. 1), bird feedstuff, animal feeding beans. R. Buitenhuis & Zoon N.V. (importer, exporter, wholesaler), 58 Coolsingel, Beursgebouw, Room 270, Rotterdam. WTD 12/10/63.

Seed, pulses. Direct purchase and agency. Edelkerna N.V. (importer, exporter, wholesaler), 141 Hoofdstraat or P.O. Box 65, Hillegom. WTD 12/10/63.

011 Field Crop Farms

NETHERLANDS—Grain. Direct purchase and agency. Edelkerna N.V., (importer, exporter, wholesaler), 141 Hoofdstraat or P.O. Box 65, Hillegom. WTD 12/10/63.

SWEDEN—Grain. AB Jager & Debong, (wholesaler), Fack, Stockholm 37. WTD 12/4/63.

019 Commercial Farms

NETHERLANDS—All kinds of products suitable in florists' shops. Requests replies from manufacturers only. Direct purchase, sales agency. Joh. Broers (Firma Oasis), 108 Obrechtstraat, The Hague. WTD 12/10/63.

Direct purchase of decoration material for dried flower bouquets, such as: dried and prepared grass, fruit, parts of plants, flowers, leaves, tree stumps, fungi. Firma C. de Mooy & Zn, (importer, exporter, wholesaler), 21 Lombardkade, Rotterdam-1.

149 Nonmetallic Minerals

MEXICO—Sheet mica for own use. Incor, S.A.; Rio Duero No. 37; Mexico, D.F. WTD 9/10/63.

195 Small Arms

SWEDEN—Air rifles, air pistols. Einar Gyllenhammar & Co. AB, (importer, sales agent), Tegnerlunden 14, Stockholm Va.

196 Small Arms Ammunition

SWEDEN—Ammunition for air rifles, air pistols. Einar Gyllenhammar & Co. AB, (importer, sales agent), Tegnerlunden 14, Stockholm Va.

200 Food

ENGLAND—Fresh fruit, vegetables: pears, apples, oranges, peaches, grapefruits, lemons, carrots, onions, celery, beetroot, lettuce, parsnips. Agency and direct purchase. M/R/S International Ltd., 50 London Fruit Exchange, London, E.1. WTD 12/3/63.

SAUDI ARABIA—Canned fruits, vegetables; canned poultry; dried fruit; packed foods of all kinds; requests offers cif Jidda. Mohammad

Nur Salah Jamjum & Bros. (importer, wholesaler, retailer), P.O. Box 12, Jidda. WTD 7/28/63.

SWEDEN—Food products, all kinds. Unil AB, (wholesaler), Fack, Stockholm 60. WTD 11/26/63.

Dog foods, accessories. Mauritz Widforss HAB, (wholesaler, retailer, sales agent), P.O. Box 40011, Stockholm 40. WTD 4/3/63.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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201 Meat Products

See also SPECIAL TRADE LEADS on page 27.

GERMANY—Egg yolks, frozen or dried; other egg products. Requests replies in German, quotations cif German ports. Parma Handelsgesellschaft mbH, 10 Schillerstrasse, Frankfurt/Main. WTD 10/18/61.

JAPAN—All varieties of canned meats. Requests replies with literature and price quotations cif Japan. Imaeda Shoten K.K., (import, export, wholesaler), 10, 7-chome Tenma-cho, Naka-ku, Nagoya. WTD 12/6/63.

■ **TURKEY**—Cattle hides, size 42/43 each 35-36 lb. without faults and the percentage of dung not exceeding 25%. The 90% should be first quality and 10% second quality, whole croupons amounting to $3,500; same except croupons to have small and single stampels each, to the amount of $3,500; cif Istanbul. Import license No. 85. PA No. 277-4701-000-356-4001. U.S. source. Quotation date January 20. Toka Kollektif Sirketi Mustafa Toka, ye Ortaklari, Turan Mahallesi Yeni Yol No. 3, Isparta Cable: TOKA, Isparta. Offers should be accompanied by descriptive matter which will indicate clearly the nature of supplies offered. SBC-524.

■ U.S. packer steer croupons, cut 42/43% average 36/40 lb., approx. $10,000. IL No. 575/096331. Semsi Terakki Debagat ve Ticaret A.S. Denizli.

■ U.S. packer hides, 70/75 lb.; U.S. packer croupons, 34/38 lb., 42-43 cut, all summer and autumn kill, free of manure, hair-slippyness and other defects; approx. $8,400. IL No. 2440. Sevim Abacioglu, Kazlicesme, Haci Hasan Sokak No. 28, Istanbul.

■ U.S. packer native steer croupons cut 42/43% average, 36/40 lb., approx. $5,000. IL No. 574/096330. Mehmet Bozbay, Tabakhane Mahallesi Ici Sokak No. 15, Denizli.

All the above are for Loan No. 277-4701-000-356-4001. U.S. source. Quotation date January 20. SBC-518.

■ USA W/W big packer native or best or good packer steer hides, 72/76 or 75/80 lb. average, free of bulls, 90/10%, salt manure and tare to deduct; or butts of same hides, cut 42/43%, 32/36 or 34/38 lb. average, approx. $6,700. Import license No. 2470. Huseyin Selenk, Kazlicesme, Istanbul, Beylik Salahane S.12/14.

■ USA packer steer hides, 75/80 lb. or croupons from same, about 34/37 lb., cut 42/44%, assortment 90/10% min., approx. $6,000. IL No. 002497. Basri Cihanoglu ve Ortagi Adi Komandit Sirketi, Samatya, Kazli Cesme, Karakol Sokak No. 6, Istanbul.

■ Native packer steer croupons, cut 42/43%, average 36/40 lb., approx. $5,000. IL No. 604/098755. Ali Deniz, Ikinci Ada No. 31 Teni Tabak-hane, Denizli.

■ USA wet salted big packer native steer croupons cut at 42/44% selection 90/10%, average 35/39 lb., approx. $10,100. IL No. 98756. Nuri Egimez, Eski Hukumet Cad. I. ci Sokak No. 6, Edremit. Cable: NURI Egilmez, Edremit.

All the above are for Loan No. 277-4701-000-356-4001. U.S. source. Quotation date January 20. SBC-518.

203 Canning, Preserving Foods

ENGLAND—Canned and frozen foods: canned hams, ox and beef tongues, beef kidneys; frozen fruits, such as strawberries, and vegetables. Agency and direct purchase. Foodwell Ltd., (Commission Merchant, Manufacturers' agent), Battlebridge House, 87-95 Tooley St., London, S.E.1. WTD 9/26/62.

JAPAN—All varieties of canned vegetables, fruits, jellies and other foodstuffs. Requests replies with literature and price quotations cif Japan. Imaeda Shoten K.K., (importer, exporter, wholesaler), 10, 7-chome Tenma-cho, Naka-ku, Nagoya. WTD 12/6/63.

NETHERLANDS—Canned vegetables, fruits, fruit juices, Adunam, N.V., (exporter, commission merchant), 508 Beeklaan, The Hague.

All kinds of canned foodstuffs, dried fruits, food specialties. L.H. van Hertzfeld N.V., (importer, wholesaler, transit trader, agency), 155 Maaskade, Rotterdam-1. WTD 2/11/63.

Dried semi-tropical fruit, canned fruit, Californian almonds and apricot stones; high quality, competitive prices requested. Desires contact with packers only—exporters need not reply. Direct purchase and exclusive agency. N.B. Junius' Agentuur & Commissiehandel C.V., (sales agent), 43 H.A. Lorentzweg, Bussum.

SPECIAL TRADE LEADS

The following special trade leads are published "blind," but any U.S. businessman may obtain the name and address of the overseas firm making the offer by contacting the nearest Department of Commerce Regional Field Office, or by telephoning the Trade Opportunities Staff, Business and Defense Administration, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-Worth 7-4675).

Field office telephone numbers will be found elsewhere in this section.

201 Meat Products

PHILIPPINES—Frozen chicken backs, wings, gizzards; properly packed; grades B or C (preferably B). Direct purchase. TT-21.

209 Food Preparations

AUSTRALIA—Soya bean meal in bags or bulk; approx. 4,000 tons per year. Direct purchase. TT-22.

220 Textile Mill Products

JORDAN—Cotton broad woven fabric; woven apparel, woolen fabric; silk fabric; requests samples and price quotations per lb., cif Aqaba. Direct purchase. TT-23.

284 Soap, Detergents

NETHERLANDS—Soap, detergents, cleaning preparations for resale to wholesalers, chainstores, supermarkets, self service shops. Exclusive agent for U.S. manufacturers. TT-24.

343 Heating Apparatus

NETHERLANDS—Natural gas fired central heating system, hotwater boilers for domestic use. Exclusive agency. TT-25.

355 Special Industry Machinery

FRANCE—Glass processing and mirror-silvering machinery, automatic, to operate on electric current of 220 volts, a.c., 50 cycles, 3 phase, medium duty (capacity per hour from 12 to 15 square meters). A complete and modern unit designed to perform, in a continuous manner, all appropriate mirror-silvering and finishing operations, with integrated lines comprising the following machines or attachments: mirror-drying and heating conveyor (with infra-red oven); precleaning and positive scrubbing machine; pre-washing and tinning machine; flat-glass washing and drying machine; mirror face-cleaning machine; agitator trolley-pressure unit for copper spraying; automatic two coat paint-rolling machine; complete fully automatic silvering conveyor. U.S. manufacturers are invited to submit by airmail descriptive literature, price lists; requests replies in French. Direct purchase. TT-26.

JORDAN—Machine for manufacture of double-lined corrugated cardboard capable of turning out 20 tons or 30,000.00 sq. meters every 24 hours, 1.2-1.6 meters wide, 2-8 centimeters thick; one boxing installation; one 2-color printer slotter; one taping machine; one partition slotter; two stitching machines. Direct purchase. TT-27.

PARAGUAY—Palm and coconut kernel oil processing machinery valued at approx. $1,200,000 needed by Paraguayan firm; financing arrangements desired. Direct purchase. TT-28.

371 Motor Vehicles

AUSTRALIA—Special tanks, related equipment for transporting bulk tallow on trucks; refrigeration equipment for truck-trailer units to be used in desert conditions. Direct purchase. TT-29.

384 Surgical, Medical, Dental Instruments

HONDURAS—Medical apparatus, surgical instruments; X-ray units and other equipment for hospital use. Direct purchase. TT-30.

SWEDEN—Processed food specialties; canned, frozen, otherwise preserved. Direct purchase and agency. Abba-Fyrtornet AB (manufacturer, sales agent), Box 27106, Stockholm 27. WTD 10/1/63.

206 Sugar

UGANDA—Glucose, golden syrup, manufacturing syrup, invert sugar. Mukisa Biscuit Mfg. Co. Ltd. (importer), P.O. Box 1957, Kampala, WTD 12/18/63.

209 Food Preparation

See also SPECIAL TRADE LEADS on page 27.

AUSTRALIA—Onion flake powder; soya bean oil and meal; pecans; hazelnuts; soya-bean lecithin. Crescent Trading Co. Pty. Ltd., (importer), Box 4833, G.P.O., Sydney, N.S.W.

FRANCE—Oil-cakes all kinds of cereals. Direct purchase and agency. Societe des Ets. Pierre Montenay, (importer, dealer), 11 Blvd. Heurteloup, Tours (Indre & Loire). WTD 11/15/63.

ITALY—Residues resulting from the processing of vegetable oil and animal fats for the soap industry from 200 to 400 m.t. per month. Societa' Anonima Saponerie Italiane Panigal, (manufacturer), 55 Via Decumana, Bologna. WTD 12/9/63.

NETHERLANDS—Animal and vegetable oil, fats, related products, including animal tallows, greases, fatty acids. Direct purchase, exclusive agency. N.V. Handelmaatschappij v/h M.A. van Dantzig & Co., (importer, exporter, wholesaler), 94 Meent, Rotterdam, WTD 6/8/61.

Potatoes, suitable for the manufacture of instant mashed potatoes. N.V. Puddingfabriek Atlanta, 13 Hooge ter Aa, Groningen.

SWEDEN—Feedstuffs, AB Jager & Debong, (wholesaler), Fack, Stockholm 37. WTD 12/4/63.

UGANDA—Hydrogenated palmkernel oil, coconut oil, deodorized hydrogenated palmkernel oil, deodorized hydrogenated coconut oil. Mukisa Biscuit Mfg. Co. Ltd. (importer), P.O. Box 1957, Kampala. WTD 12/18/63.

220 Textile Mill Products

See also SPECIAL TRADE LEADS on page 27.

FRANCE—Textiles, fabrics, piece goods of good quality, including synthetic fabrics but not knitwear, suitable for the manufacture of women's ready-made clothes. Henry Miquel, (manufacturer), 23 Cours d'Alsace-et-Lorraine, Bordeaux, Gironde. WTD 7/26/63.

ITALY—Wool, cotton, synthetic fiber textiles for the manufacture of overcoats, shirts, raincoats. Requests replies in Italian. S.N.C. Fracor dei Fratelli Corti, (manufacturer), Spicchio, Empoli (Florence).

Cotton, silk, rayon rags used in the manufacture of floor wiping cloths. Cecchi Rizieri, (manufacturer), 316 Via Nazario Sauro, Pistoia.

NEPAL—Cloth—nylon georgette, up to 2,000 yd. Catalogues and quotations cif Calcutta desired. Nepal Machhendra Trading Hall, (importer, exporter), 9/173 Kele Tole, Kathmandu, Nepal.

NETHERLANDS—Multi-coloured shirtings, multi-coloured fabrics for dresses, printed fabrics for dresses. Direct purchase and exclusive agency. Van der Horst & Co., (sales agent, importer), 27 Tromplaan, Baarn. WTD 11/5/63.

SAUDI ARABIA—Woolen, cotton, rayon, nylon cloth suitable for manufacturing women's, men's, children's clothing; requests offers cif Jidda. Mohammad Nur Salah Jamjum & Bros., P.O. Box 12, Jidda. WTD 7/28/63.

Woolen, cotton cloth suitable for military uniforms. Requests offers cif Jidda. Ahmad & Mohammad Salih Ka'ki, (importer, wholesaler, retailer), P.O. Box 208, Riyadh. WTD 12/26/61.

SWEDEN—Fabrics of cotton, wool, nylon, synthetic fiber, silk, for ladies' dresses. Marinette AB, (manufacturer), Radmansgatan 77, Stockholm Va. WTD 7/2/63.

Stretch cotton fabrics. Direct purchase and agency. Petrus Skoglund AB, (sales agent), Boras.

Fabrics of cotton, wool, nylon, synthetic fiber, silk, for ladies' and misses' blouses and dresses. Hertzbergs Konfektion, (manufacturer), Box 44, Lidingo. WTD 9/17/63.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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221 Broad Woven Fabric Mills, Cotton

NETHERLANDS—Printed cotton, or other types of fabrics with one flower pattern for women's dresses, "shift" (or "panel") style. Width approx. 80". Confectieindustrie El Greco N.V., (manufacturer, sales agent), 105 C. Huygenstraat, Amsterdam. WTD 10/25/63.

NIGERIA—Bed sheetings. N. O. Egbe & Brothers Trading Co., (wholesaler, retailer), P.O. Box 217, Umuahia. WTD 12/9/63.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

SWEDEN—Upholstery, curtain materials. Eric Ewers AB, (wholesaler), P.O. Box 7173, Stockholm 7. WTD 10/23/63.

224 Narrow Fabrics, Other Smallwares Mills

MOROCCO—Rolls of spandex for manufacture of women's shoes. Requests replies in French. P.I.C. (Produits Industriels et Chimiques), (importer), 163, ave. Hassan Seghir, Casablanca.

225 Knitting Mills, Products

JAPAN—Hosiery, full-fashioned, seamless, women's, misses'. Requests replies with catalogues and prices cif, Japan. Imaeda Shoten, K.K., 10 7-chome Tenma-cho, Naka-ku, Nagoya. WTD 12/6/63.

SWEDEN—Ladies' underwear, lighter outer garments. Bendix, Josephson & Co. AB., (importer, wholesaler), Sveavagen 63, Stockholm Va. WTD 9/9/63.

226 Dyeing, Finishing Textiles

GERMANY—Textiles for outer garments including camping, sport, military, fireproof clothing. Raka-Werke GmbH, (manufacturer), 5-9 Gersweilerweg, 675 Kaiserlautern. WTD 12/18/63.

228 Yarn, Thread Mills, Products

AUSTRALIA—Filament thread, cotton and man-made. Haffenden & Jackson Pty. Ltd., (importing distributor), Haffenden House, 130 Sussex St., Sydney.

ENGLAND—Rayon yarns, high tenacity rayon bright approx. 200 denier. Material to have few filaments; denier per filament to be as high as possible. Sewing Silks Ltd., (manufacturer), Perivale Mills, Greenford, Middlesex. WTD 12/5/63.

JAPAN—Synthetic fiber yarns. Requests replies with literature and prices cif Japan. Imaeda Shoten, K.K., (exporter, importer, wholesaler), 7-chome Tenma-cho, Naka-ku, Nagoya. WTD 12/6/63.

SWEDEN—Yarns for textile industry. P.A. Enhörning & Co., (wholesaler, sales agent), P.O. Box 3066, Norrköping.

229 Textile Goods

AUSTRIA—Strong, acid-resistant artificial leather, which would also resist low temperatures, as well as heat up to at least 80 centigrades; requests replies in German. A sample of the type material desired is available on a loan basis from Trade Opportunities Section, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4674. "*Hackauf*-Wetterbekleidung OHG", Inhaber Kaethe u. Viktor Giwisch, 16 Hauptstrasse, Aigen i.M/00e. WTD 12/10/63.

JAPAN—Cotton, silk, dacron, nylon, rayon, wool, knit fabrics suitable for making baby apparel, men's shirts, women's outerwear. Interested in high quality fabrics that sell by patterns. Request reply from manufacturers only. Direct purchase and agency. Rokkomann, Inc., (importer), Maruyei Bldg., 24 Itachiborinami-dori 1-chome, Nishi Ku, Osaka, P.O. Box 36, Nishinari, Osaka. WTD 6/20/63.

JORDAN—Towels, flowered, fancy, Mrs. Edma Nassoura, (importer), P.O. Box 2093, Amman.

230 Apparel

FRANCE—Sport clothes, shirts, knitted wear, for men and women; raincoats. Direct purchase and agency. Comptoir International D'Expansion Commerciale, (importer, dealer), 34 rue de la Victoire, Paris.

232 Men's, Youths', Boys' Furnishings, Work Clothing

IRAQ—Neckties: men's, youth's, boys'. Direct purchase and agency. Mustafa Abdul Ghani, (importer, wholesaler, retailer, agent), Rashid St., Baghdad. WTD 10/22/62.

SWEDEN—Sportswear, leisure clothing for men, youths, boys. Mauritz Widforss HAB, (wholesaler, retailer, sales agent), P.O. Box 40011, Stockholm 40. WTD 4/3/63.

THAILAND—Ready-made garments for men and boys (100% combed cotton 16 cut finder fabric, shrink resistant): "T" shirts, athletic undershirts, briefs, shorts, size: 32 to 40 inches; 30,000 to 40,000 dozen per year. The material should be top quality guaranteed by the manufacturer or laboratory, reinforced at points of strain, full cut for comfort, heat resistant elastic in waist, leg seams. Songtham Store R.O.P., (importer, wholesaler, manufacturers' agent), 157/6 Petchburi Rd., P.O. Box 556, Bangkok. WTD 2/11/63.

233 Women's, Misses', Juniors' Outerwear

GERMANY—Women's outer garments in medium price field. Kleider-Fink Darmstadt G.m.b.H., (manufacturer), 14 Birkenweg, 61 Darmstadt.

NETHERLANDS—Dusters and women's leisure wear. Confectieindustrie El Greco N.V., (manufacturer, sales agent), 105 C. Huygenstraat, Amsterdam. WTD 10/25/63.

JAPAN—Ready-made synthetic fiber suits, women's, misses'. Requests replies with catalogues and prices cif, Japan. Imaeda Shoten, K.K.; 10, 7-chome Tenma-cho, Naka-ku, Nagoya. WTD 12/6/63.

SWEDEN—Ladies' beach wear. Bendix, Josephson & Co. AB, (importer, wholesaler), Sveavagen 63, Stockholm Va. WTD 9/9/63.

234 Women's, Misses', Children's, Infants' Under Garments

IRAQ—Women's, children's underwear. Direct purchase and agency. Mustafa Abdul Ghani, (importer, wholesaler, retailer, agent), Rashid St., Baghdad. WTD 10/22/62.

JAPAN—Women's underwear, foundation garments. Requests replies from manufacturers with catalogues and price quotations cif Japan. Imaeda Shoten, K. K., (exporter, importer, wholesaler), 10, 7-chome Tenma-cho, Naka-ku, Nagoya. WTD 12/6/63.

235 Hats, Caps, Millinery

SWEDEN—Ladies' hats. AB Goteborgs Hattfabrik, (wholesaler), Norra Gubberogatan 30, Goteborg O.

238 Apparel, Accessories

JORDAN—Women's bathrobes. Mrs. Edma Nassoura, (importer), P.O. Box 2093, Amman.

239 Fabricated Textile Products

AUSTRALIA—Material woven on the bias to replace bias binding. Haffenden & Jackson Pty. Ltd., (importing distributor), Haffenden House, 130 Sussex St., Sydney.

JORDAN—Table covers, napkins, bedspreads. Mrs. Edma Nassoura, (importer), P.O. Box 2093, Amman.

SAUDI ARABIA—Waterproof canvas for tarpaulins and tents. Requests offers cif Jidda. Ahmad & Mohammad Salih Ka'ki, (importer, wholesaler, retailer), P.O. Box 208, Riyadh. WTD 12/26/61.

SWEDEN—Curtains, window; draperies. Eric Ewers AB, (wholesaler), P.O. Box 7173, Stockholm 7. WTD 10/23/63.

241 Logging Camps, Logging Contractors

FRANCE—Plywood logs. Societe Technique des Acajous Debites, (manufacturer, dealer), 220 rue du Fg Saint-Antoine, Paris 12e. WTD 12/5/63.

242 Sawmills, Planing Mills

■ **GREECE**—Douglas fir, rough green, No. 2 clear and better, allowing up to 15% No. 3 clears, as per Export "R" list, A.S.T., 2" x 4" and wider, allowing 15%, 4/5" combined. Random lengths 8/24' or longer; or Southern pine, prices to be calculated cif Piraeus, $20,000. Quotation date January 28. C. Drakoulis Sons, Timper Importers, 14, Xifion St., Athens.

■ Rough green Douglas fir No. 2, clear and better, or Southern pine, allowing up to 15% No. 3 clears, as per Export "R" List, A.S.T., 2 x 4" and wider, allowing up to 15%, 4/5" combined, random lengths 8/24' or longer. Prices must be stated cif Piraeus, $20,000. Quotation date January 25. C. Drakoulis Sons & Co., Timber Importers, 161, Mavromichali St., Athens.

Both the above are for Loan No. 240-H-043. U.S. source. SBC-518.

NETHERLANDS—Pitch pine saps kilndried (standard sizes); Carolina pine flitsches (unedged); pitch pine lumber—Genoa prime and/or amended Genoa prime; California redwood (standard sizes), N.V. Wm. Mallinson & Zoonen, (importer, exporter), 565 Westzeedijk, Rotterdam.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

FRANCE—Prefabricated wooden houses. Requests replies in French. Direct purchase and agency. Claude Half, (importer, dealer), 54 Blvd. de la Saussaye, Neuilly-sur-Seine (Seine). WTD 6/8/62.

249 Wood Products

AUSTRALIA—Cork for bulletin board purposes. Direct purchase and agency. The Maprak Co., (manufacturer), 65 Darlington St., Clearview, South. WTD 12/11/63.

251 Household Furniture

AUSTRALIA—Reproduction furniture: period, early colonial. Mr. M. Klein, Mercury Trading Pty. Ltd., (importer, wholesaler, exporter), 11a Grosvenor St., Bondi Junction, N.S.W. WTD 7/25/63.

FRANCE—Taborets for kitchen, restaurant, hotels, other institutional groups. Direct purchase and agency. Maison Labesse, (manufacturer), 25 rue du Moulin Joly, Paris 11e. WTD 12/4/63.

259 Furniture, Fixtures

FRANCE—Metal or wood sewing tables for restaurants, hotels, other large institutions. Direct purchase and agency. Maison Labesse, (manufacturer), 25 rue du Moulin Joly, Paris 11e. WTD 12/4/63.

262 Paper Mills, Products

UGANDA—Greaseproof paper for packing. Mukisa Biscuit Mfg. Co. Ltd., (importer), P.O. Box 1957, Kampala. WTD 12/18/63.

264 Converted Paper, Paperboard Products

FRANCE—Paper napkins. Nappage Moderne, (manufacturer), 199 ave Becquart, Lambersart (Nord).

■ **GREECE**—Tabulating cards for IBM electric accounting machines. Ref. No. 592. Loan No. 240-H-028. Bid deadline January 24. Kingdom of Greece, Institute of Social Insurance, 8 Agiou Konstantinou St., Athens. Bids solicited on a world wide basis. If selected offer is from U.S., it is expected purchase will be financed by AID under the loan cited or with free dollars. Copies of the detailed specifications and conditions may be obtained by writing to the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-522.

PORTUGAL—Stationery, other office supplies. Direct purchase and agency. Gomes de Castro & Irmão, Lda., (importer, wholesaler, retailer, manufacturers' rep.) 229 Rua Guedes de Azevedo, Oporto. WTD 11/15/63.

SAUDI ARABIA—Stationery for offices and schools; requests offers cif Jidda. Mohammad Nur Salah Jamjum & Bros., (importer, wholesaler, retailer), P.O. Box 12, Jidda. WTD 7/28/63.

SWEDEN—Adhesive tapes for industrial uses. MB-Bolagen AB, (importer, exporter), Stagneliusvagen 51, Stockholm K. WTD 12/21/63.

UGANDA—Cellophane tape for packing. Mukisa Biscuit Mfg. Co. Ltd., (importer), P.O. Box 1957, Kampala. WTD 12/18/63.

Gummed sealing tape for packing. The Mukisa Biscuit Mfg. Co. Ltd., (importer), P.O. Box 1957, Kampala. WTD 12/18/63.

265 Paperboard Containers, Boxes

UGANDA—Cardboard boxes and inner cartons for packing; cake cases. Mukisa Biscuit Mfg. Co. Ltd., (importer), P.O. Box 1957, Kampala. WTD 12/18/63.

270 Printing, Publishing Industries

MALAYSIA—Periodicals; educational books; pocket books. Hoy Kee Book Store, (dealers), No: 27 Mountbatten Rd., Kuala Lumpur, Malaysia.

273 Books

ENGLAND—Books, including academic, educational, technical publications. Bookland & Co. (booksellers & contractors) Ltd., (importer, retailer), 2 Garth Rd., Bangor, North Wales. WTD 12/11/63.

GERMANY—Specialized, technical books in the military/defense field for the German Armed Forces. Deutsches Buch Kontor, (retailer), Fr. A. Wilhelm Jurke, P.O. Box 101, Kurstrasse 9, Bad Nauheim. WTD 12/12/63.

Technical books, pamphlets. Rudolf Fuchs —Buchhandlung fuer Wirtschaft und Technik, (retailer), 113 Friedberger Landstrasse, Frankfurt/Main. WTD 12/5/63.

274 Publishing

GERMANY—Sheet music and music books. Rudolph Erdmann K.G., (publisher, wholesaler), Adolfsallee 34, 62 Wiesbaden. WTD 12/10/63.

281 Industrial Chemicals

■ **CHINA**—Sodium tripolyphosphate, 110,200 lb., Specification P&G 52265, FMC International cif Keelung. Ref. No. BOC-00203. PA No. 484-390-000-253-3213. Quotation date January 20. Lee Tai Chemical Co., on behalf of Procter & Gamble Taiwan Corp., No. 66 Jai Feng St., 2nd Section, Taipei. Copy of all offers made should be sent Air Mail to the Bank of Korea, Attn: AID Section and to the Director, USAID, Seoul, c/o American Embassy, Seoul. SBC-516.

ENGLAND—Chemicals, basic and industrial, for building, metallurgical, processing, transport industries. Agency and direct purchase. Wright and Sumner Ltd., (manufacturer, exporter), 8 Johnson Street, London, E.14. WTD 11/29/63.

FRANCE—All kinds of chemical products for the textile, leather, paper industries: synthetic organic dyes, tannic acid, waterproofing compounds. Direct purchase and agency. Promaco

S.A., (manufacturer, importer, exporter), 22 rue Salvator, Mulhouse (Haut-Rhin).

Tannic acid. Requests replies in French. Ets. Parinaud Freres, (manufacturer), 1 rue Sainte Anne, Limoges (Haute Vienne).

FRANCE—Supplies for manufacturing shoes; dyes, requests replies in French. Direct purchase and agency. M. Morel, (manufacturer), 8 bld Voltaire, Arpajon (Seine).

GERMANY—Sulfur for industrial use. Frankfurter Aussenhandel GmbH., (export, import), 2, Frauenlobstrasse, 6 Frankfurt/Main. WTD 12/5/63.

INDIA—800 kilograms oil-soluble orange dye for use in petroleum products. Gujarat Refinery Project, P.O. Box No. 24, Baroda, Gujarat.

MEXICO—Scrap magnesium for its own use. Incor, S.A., (importer, wholesaler, retailer), Rio Duero No. 37; Mexico, D.F. WTD 9/10/63.

■ **PAKISTAN**—Sandozol blue, red, grey, total 323 lb.; Sandothrene olive, 616 lb.; Cibanone brown, FBG micro disperse powder 110%, 211 lb. IL No. 338666. Quotation date January 24. Colony Thal Textile Mills, Ltd., Ismailpur, Bhakkar. Cable: COLONYTHAL, Bhakkar. SBC-521.

■ Dry pigments, such as aluminum, bronze, gold powder, graphite flake, ultra-marine blue, 13 items, various quantities and colors. Tender No. 214(Commodity AID/63)391-H-066 (E)/P7. Bid deadline January 27. Loan No. 391-H-066. U.S. source. Government of Pakistan, Chief Controller of Purchase, Pakistan Western Railway, Lahore. IL No. 232999. Detailed specifications and changes in original tender may be obtained from the Consulate General of Pakistan, 12 East 65th St., New York, N.Y. Attn: Mrs. Caparelli. SBC-517.

SINGAPORE—Sulfuric acid; importer, exporter, wholesaler and retailer requests replies from suppliers with price quotations cif Singapore. Prices must be competitive. Teck Seng Battery Service Ltd., 134/136 Victoria St., Singapore 7.

SWEDEN—Industrial chemicals; raw materials for pharmaceutical industry. Scandinavian Raw Materials AB, (manufacturer, importer, sales agent), Virebergsvagen 19, Solna. WTD 12/17/62.

Chemicals, all kinds, for industrial and agricultural uses. Direct purchase and agency. Kemi-Intressen AB, (wholesaler, sales agent), Jakobstorg 3, Stockholm. WTD 7/24/63.

■ **TURKEY**—Equilibrium fluid catalytic cracking catalyst, synthetic, 12%-25% alumina, 50 short tons. Loan No. 277-H-043. U.S. source. Bid deadline January 20. Requirements Document No. 115. Inquiry No. TMF-2216. Istanbul Petrol Rafinerisi A.S., Posta Kutusu 43, Izmit. Cable: UMIPRAS, Izmit. Detailed specifications may be obtained from the Turkish Embassy, Board of Counselors for Economic Affairs, 2523 Massachusetts Ave., NW., Washington, D.C. Suppliers are urged to enclose a 9½ x 12 self-addressed envelope with their requests. SBC-519.

■ Caustic soda 98/100% in metal drums, approx. $7,000 cif. Import License No. 407. Quotation date January 14. Mensucat Santral T.A.S., Kazlicesme Demirhane Cad., 126, Istanbul. SBC-515.

■ Polyglycol liquid 100, UCON 50 HB 660, $6,000; Aminox, $20; Flexzone 3-C, $38,000; acerite superlite, $1,000; R.P.A. No. 3, $1,000. Import License No. 523. U.S. Royal Lastik Turk A.S., Findikli Han, Kat 2, Tophane, Istanbul. Cable: RUBEXPORT, Istanbul.

■ Fixanol PNA, Fenafix LT-13, Insonite P, Tinofix A 200%, trade names or equal. Active liquid compound, colorless, lightly viscosic, after treatment agent for cotton textile dyeing. $12,100. IL No. 0010. Guney Sanayi ve Ticaret Isletmeleri A.S., Posta Kutusu 211, Adana.

Both for Loan No. 277-H-043. U.S. source. Quotation date January 20. SBC-516.

UGANDA—Bicarbonate of soda, food colors, flavoring materials for use in making cookies; ammonium bicarbonate; tartaric acid. Mukisa Biscuit Mfg. Co. Ltd., (importer), P.O. Box 1957, Kampala. WTD 12/18/63.

282 Synthetic Materials

BELGIUM—Glass, clear, rigid, PVC, sheeting, in rolls; standard width at least 48" (wider if possible); gauge .008" and .010" excellent H.F. sealable, resisting, to use outside, able to be embossed at a depth of 3/16". Unsupported vinyl sheeting, printed or not, for furniture and fancy goods. Gauge: .10" and .012". Width of rolls "minimum 48" H.F. sealable. Ardex N.V., (importer, wholesaler, manufacturer), 294's Herenbaan Reet, Antwerp, WTD 6/7/63.

FRANCE—Cellulose wad. Nappage Moderne, (manufacturer), 199 ave Becquart, Lambersart (Nord).

■ **GREECE**—Phenolic resin; synthetic rubber, neopren A.D., packed in barrels; fas, $30,000. Quotation date January 27. M. & Th. Paitazoglou, 188, Pireos St., Athens. Loan No. 240-H-043. U.S. source. SBC-518.

■ **INDIA**—Cellulose acetate flake, 475 m.t., approx., high acetyle, standard grade, intermediate grade; diethyl phtjalate, 140 m.t.; dimethyl phthalate, 70 m.t., cif Calcutta. Ref. No. 50(32)/63-Aid(1)/082. Import license No. P/RM/2130396/R/DL/18/C/M/17.18. Loan No. 386-H-082. U.S. source. Quotation date January 31. East Anglia Plastics (India) Ltd., 23 Camac St., Calcutta 16, West Bengal. Cable: ISTANGLIA. SBC-522.

■ **KOREA**—Polyethylene, virgin grade, 80,000 lb.; film, off grade, 150,000 lb.; c&f or cif Pusan by U.S. flag vessel. Ref. No. FFO-SAI-3-873. PA No. 489-356-3212. Quotation date January 24. Korea Plastic Productive Cooperation, 289 Kwanchuldong Chongroku, Seoul. Cable: INWHAOLASTICS. Copies of all offers made should be sent Air Mail to the Bank of Korea, Attn: AID Section, and to the Director, USAID, c/o American Embassy, Seoul. SBC-521.

■ Polyethylene, film grade, approx. 30,000 lb.; blowing grade, approx. 1,000 lb.; polystyrene, various colors, approx. 19,000 lb.; Ref. No. FFO-SAI-3-886. Polyethylene, virgin grade, for film blowing, approx. 145,000 lb.; off grade for extrusion, approx. 175,000 lb.; P.V.C. compound, extrusion grade, 20 m.t.; polypropylene, off grade, 30,000 lb.; Ref. No. FFO-SAI-3-885. Polyethylene resin, virgin film blowing grade, 30,000 lb.; cellulose acetate, transparent and colored, 1 m.t.; polystyrene, crystal and colored, 4 m.t.; Ref. No. FFO-SAI-3-884. Polystyrene, general purpose, crystal clear, 16,875 lb.; polyethylene, film, off grade, 21,428 lb.; Ref. No. FFO-SAI-3-883. Vinyl and vinyl copolymer resin, geon 103EP, formolon S-65, geom 202, 121, 400x110, 503H, 110A, 400x150H, or S', 400x150ML, or L, approx. 150 m.t.; vinyl cutting scrap, mixed color, 50 m.t.; acetal resin for injection molding, 3 m.t.; P.V.C. resin, rigid type, for pipe extrusion and film extrusion, 5 m.t.; polyethylene resin, high pressure film grade, standard or substandard, 100 m.t.; styrene polymer (polystyrene), granules, pellets, powder, 10 m.t.; Ref. No. FFO-SAI-3-882. PA No. 489-356-3212. Limited world wide (901). Quotation date January 23; c&f and/or cif Pusan/Inchon, by U.S. flag vessels. Korea Plastic Productive Cooperation, 289 Kwanchul-Dong, Chongro-Ku, Seoul. Copies of offers to importers should be sent Air Mail to the Bank of Korea, Attn: AID Section, and to the Director, USAID, c/o American Embassy, Seoul. Copies of inquiries should be sent to the Bank of Korea. SBC-520.

■ Polyethylene, wire covering grade, 30,000 lb.; cif Inchon. Ref. No. FFO-SAI-3-869. Kukje Electric Wire Ind. Co. Ltd., No. 6 2-Ka Myong-Dong, Chung-Ku, Seoul.

■ Diocycle phthalate, approx. 11 m.t.; diocyle adipate, 2 m.t.; c&f or cif Inchon and/or Puson. Ref. No. FFO-SAI-3-871. Korea Electrical Industry Cooperative Association, No. 199-34, 2-Ka, Ulchi-ro, Choong-Ku, Seoul.

■ Styrene polymer and copolymer, molding/or extrusion grade, 150,000 lb.; vinyl polymer and copolymer resin, uncompounded and compounded, 60 m.t.; cellulose acetate, butyrate/propionate, molding/extrusion grade, 10,000 lb.; acrylonitrile polymer, molding/extrusion grade, 10,000 lb.; polyamide resin, nylon, molding grade, 5 m.t.; acetal resin, molding/extrusion grade, 20,000 lb.; polycarbonate resin, molding grade, 10,000 lb.; cif Pusan. Ref. No. FFO-SAI-3-870. Gold Star Co. Ltd., 3rd Floor, Han-il Bldg., 116, 3-Ka, Eulchi-ro, Choong-Ku, Seoul. Cable: GOLDRADIO, Seoul. Quotation should be forwarded to Second Floor, Han-Il Bank Eulchi Bldg., P.O. Box 314 Kwang Hwa Moon, Seoul.

All the above for PA No. 489-356-3212. Limited world wide (901). Quotation date January 18. U.S. flag vessel. Copies of offers to importers should be sent Air Mail to the Bank of Korea, Attn: AID Section, and to the Director, USAID, c/o American Embassy, Seoul. Copies of inquiries should be sent to the Bank of Korea. SBC-520.

■ Polystyrene, general purpose, crystal clear and colors, approx. 10,000 lb.; polyethylene, virgin blowing film grade and/or off grade, 25,000 lb.; polypropylene, molding injection and/or off grade, 5,000 lb.; P.V.C. resin and compounded, extrusion grade, 2,200 lb.; Ref. No. FFO-SAI-3-875. Polyethylene, virgin blowing film grade, approx. 40,000 lb.; Ref. No. FFO-SAI-3-876. Polyethylene resin, blowing film grade, virgin and/or substandard, approx. 50 m.t.; polystyrene resin, general purpose grade, approx. 6,000 lb.; Ref. No. FFO-SAI-3-877. Styrene copolymer resin, tyril 767 or equal, approx. 8,000 lb.; polystyrene, general purpose, crystal clear and colors, 15,000 lb.; polyamide resin, nylon filament, 1,000 lb.; polypropylene, off grade, 10,000 lb.; Ref. No. FFO-SAI-3-878. PA No. 489-356-3212. Limited world wide (901). Quotation date January 22; c&f or cif Inchon/Puson, U.S. flag vessels. Korea Plastic Productive Cooperation, No. 289 Kwanchul-Dong, Chongro-Ku, Seoul. Copies of offers to importers should be sent Air Mail to the Bank of Korea, Attn: AID Section, and to the Director, USAID, c/o American Embassy, Seoul. Copies of inquiries should be sent to the Bank of Korea. SBC-520.

■ Polyethylene, film, off grade, 22,000 lb.; polyamide resin, nylon, 1,100 lb.; polystyrene, general purpose, crystal clear, 8,800 lb.; polypropylene, virgin, off grade, 4,400 lb.; polyethylene resin, petrothene 219 or equal, 4,400 lb.; Ref. No. FFO-SAI-3-879. Polystyrene, general purpose, crystal clear, 31,250 lb.; polyethylene, virgin off grade, film extrusion resin, 19,000 lb.; Ref. No. FFO-SAI-3-880. Polyethylene, approx. 40,000 lb.; polypropylene, 30,000 lb.; polystyrene, 20,000 lb.; polyamide resin, 2,000 lb.; P.V.C., 10,000 lb.; Ref. No. FFO-SAI-3-881. PA No. 489035603-

212. Limited world wide (901); c&f and/or cif Pusan. All U.S. flag vessels. Quotation date January 22. Korea Plastic Productive Cooperation, No. 289 Kwanchul-Dong, Chongro-Ku, Seoul. Copies of offers to importers should be sent Air Mail to the Bank of Korea, Attn: AID Section, and to the Director, USAID, c/o American Embassy, Seoul. Copies of inquiries should be sent to the Bank of Korea. SBC-520.

■ Vinyl resin, uncompounded powder type for calendering, approx. 20 m.t.; polyethylene resin, PVC vinyl scrap, 50 m.t. each. Ref. No. FFO-SAI-3-874. Polyethylene film grade injection molding and off grade, 100,000 lb.; polystyrene copolymer lustrex or equal, 30,000 lb.; polyamide resin nylon, 5,000 lb.; acetal resin, 6,000 lb.; polypropylene for extrusion injection and off-grade, 5,000 lb. Ref. No. FFO-SAI-3-872. Quotation date January 20. Korea Plastic Productive Corp., 289 Kwanchuldong Chongroku, Seoul. PA No. 489-356-3212. Limited world wide (901). Copies of all offers made should be sent Air Mail to the Bank of Korea, Attn: AID Section and to the Director, USAID, c/o American Embassy, Seoul. SBC-516.

■ **PAKISTAN**—Thermoplastic moulding compound, nylon chips, extrusion grade, relative viscosity 2.5, monomer contents, less than 2%, water content less than 0.2%, no other additives of TiO_2. Packed in airtight tins of 10 kgs. and further packed in seaworthy packing, c&f Karachi, approx. $55,400. IL No. 358401. Quotation date January 24. Sh. Fazal Ellahi (Lyallpur) Ltd., New Lahore Rd., Nishatabad, Lyallpur. Loan No. 391-H-066. U.S. source. SBC-521.

■ **TURKEY**—High styrene synthetic rubber containing 50% styrene; synthetic rubber, polychloroprene, not modified by sulphur and made stable by thiurame disulphur; cold rubber, SBR, type 1708, general purpose, oil extended 37.5 parts naftanic, bound styrene 22.5/24.5; synthetic rubber type 1502, a butadiene styrene copolymer emulsion polymerized at approx. 41 F., using a mixture of fatty and rosin acid soaps. Contains a nonstaining antioxydent; synthetic rubber butadiene acrilonytrile copolymers. $50,000. Import License No. 002512. Loan No. 277-H-043. U.S. source. Quotation date January 20. Derby Lastik Fabrikasi Anonim Sirketi, Bahcekapi Kutlu Han No. 21, Istanbul. Cable: CIZME, Istanbul. SBC-524.

■ Styron injection moulding material, such as polystyrene or polysterol, box, front plates, for wireless sets, tape recorders, record players; approx. $8.200. Import License No. 374. Turk Philips Sanayi A.S. Philisan, Gumussuyu 78/80, Beyoglu, Istanbul. Cable: PHILISAN, Istanbul. Quotation date January 14. SBC-515.

■ Sulfonated copolymer of styrene and divinylbenzene, a cation exchange resin, $5,000. Import License No. 589. Quotation date January 14. Teksan Koll. Sti. H. Yalhi, F.ve E. Alemdar Tophane, Yeni Kemeralti Cad. No. 65, Galata, Istanbul.

■ Plasticizers for vinyl chloride resins, such as dioctyl phthalate, dinonyl adipate, butyl benzyl phthalate, paste making type polyvinyl chloride resins, such as, geon 121, or equivalents; polyether for the production of flexible foam; acrylic resins, acrylic emulsions and dispersions. Total amount $30,000. IL Nos. 571, 574, 575, 576.

■ Plasticizers for polyvinyl chloride resins, such as, dioctyl phthalate, dionyl adipate, butyl benzyl phthalate; paste making type polyvinyl chloride resins, such as geon 121, or equal; polyether for the production of flexible foam; acrylic emulsions and dispersions, total amount $20,000. IL Nos. 572, 573.

■ Epoxy type stabilizers, such as Drapex, 3.2, Paraplex G.60 and G.62, Monoplex 6.73 or equal; stabilizers for polyvinyl chloride resins, such as barium, cadmium, zinc or organotin compounds, thickening agents, such as Bentone or equals; chlorinated paraffin. Total amount $20,000. IL Nos. 652, 653, 654, 655, 656.

Last three items for Vinylex Sanayi ve Ticaret Ltd., Sti., Kartal, Maltepe, Istanbul. Quotation date January 13. Loan No. 277-H-043. U.S. source. BBC-515.

■ Expendable polystyrene, standard quality, similar to styropor P, to produce foamed insulation plates, $15,000. Import License No. 383. Expendable polystyrene standard quality, similar to styropor P, to produce foamed insulation plates, $18,600. IL No. 375. Quotation date January 20. Sanayi Santral Anonim Sirketi Rami, Yeni ACilan Yol No. 40, Istanbul. Cable: MINRALES.

■ Polyethylene, polypropylene, plexiglas, approx. $9,600. IL No. 577/096329. Quotation date January 20. Ozelli Plastik Sanayii Koll. Sti., I Ozerk ve M. Innellioglu, 1340 Sokak No. 18, Izmir.

The above are for Loan No. 277-H-043. U.S. source. SBC-516.

NETHERLANDS—All kinds of synthetic leather, rubber for the clothing, upholstery and shoe industries. Direct purchase and agency. Firma Gebr. de Ruyter, (importer, exporter), 14 Tuinstraat, Waalwijk.

Vinyl sheeting; coated, flocked or impregnated P.V.C. materials for the shoe and leather industries; extruded vinyl on foam for the leather industry. Interested in new procedures developed by manufacturers in this line. C.V.J. Wildeman & Co., (importer, distributor), 2 Tuinstraat, Waalwijk. WTD 1/14/63.

■ **VIETNAM**—Polyamide resin for extrusion of monofilament, 12,000 lb.; P.V.C. compound, 41,800 lb.; off grade polyethyleneresins, natural transition and color, 22,000 lb.; high density polyethylene resin compound, 22.000 lb.; polyethylene resin compound, 11,000 lb.; plastic resin for coating and compounding, 44.000 lb.; PVC resins for film and sheet extrusion, 22.000 lb.; polystyrene, general purpose, clear, 11,000 lb.; copolymer of styrene and acrynonitrile, crystal, 2,200 lb. Quotation date January 20. To Hop Kieu Tinh, 87 Tung Thien Vuong, Cholon. Offers reviewed on c&f basis only; fob and freight costs indicated separately. 100% U. S. flag vessel. Copy of each offer to be sent to the Director General of Commerce, 59 Gia-Long, Saigon. Quotation date January 20. SBC-64-1.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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283 Drugs

IRAQ—Drugs, requests replies from manufacturers only. Direct purchase and agency. The Baghdad General Supply Stores, (importer, wholesaler, retailer, sales agent), P.O. Box 123, Baghdad. WTD 12/4/63.

Drugs, requests replies from manufacturers only. Direct purchase and agency. Ahali Drug Stores, (importer, wholesaler, agent), Ras al Qarya, Rashid St., Baghdad. WTD 12/6/63.

Drugs. Direct purchase and agency. M. Ali Youzbaki & Sons, (importer, wholesaler, retailer, sales agent), Mustansir St., Baghdad. WTD 3/17/62.

SAUDI ARABIA—Medicines of all sorts; owners of drugstore seek offers cif Jidda. Mohammad Nur Salah Jamjum & Bros., (importer, wholesaler, retailer), P.O. Box 12, Jidda. WTD 7/28/63.

SWEDEN—Drugs, pharmaceutical specialties. Direct purchase and agency. Kemi-Intressen AB, (wholesaler, sales agent), Jakobstorg 3, Stockholm. WTD 7/24/63.

■ **VIETNAM**—Chloramphenicol Palmitate and Levogyr, USP XV, 550 kgs.; streptomycine sulfate in large bottles, 50,000; dihydrostreptomycin, 50,000 bottles; pencillin procaine, 35,000 bottles. Pharmacie Nhon Hoa, 1 Cao Thang, Saigon.

■ Acetyl salicylic acid, 8,000 kgs., caffeine anhydrous, U.S.P., 1,000 kgs., Pharmacie La Thanh, 195-201 Tu Do, Saigon. Offers reviewed on c&f basis only; fob and freight costs indicated separately. 100% U.S. flag vessel. Copy of each offer to be sent to the Director General of Commerce, 59 Gia-Long, Saigon. Quotation date January 20. SBC-64-1.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

See also SPECIAL TRADE LEADS on page 27.

CANADA—Cleaning supplies for automotive, industrial use. Eric D. Greenlaw & Co., (manufacturers' agent), 90 Keefer St., Vancouver 4, B. C. WTD 9/11/62.

FRANCE—Supplies for manufacturing shoes: polishes. Requests replies in French. Direct purchase and agency. M. Morel, (manufacturer), 8 bld Voltaire, Arpajon (Seine & Oise).

GERMANY—All types of name brand cosmetics to be sold in airports, ocean liner beauty shops, counters on the resort island of Helgoland, diplomatic, consular personnel, outside German customs' jurisdiction. Hanseatic Export Co. m.b.H. Fricke & Lanker. Alter Wandrahm 8, Hamburg 11. WTD 7/21/61.

IRAQ—Perfumes, cosmetics, toilet preparations. Direct purchase and agency. M. Ali Youzbaki & Sons, (importer, wholesaler, retailer, sales agent), Mustansir St., Baghdad. WTD 3/17/62.

Perfumes, cosmetics, toilet preparations. Direct purchase and agency. Mustafa Abdul Ghani, (importer, wholesaler, retailer, agent), Rashid St., Baghdad. WTD 10/22/62.

Perfumes, cosmetics, toilet preparations. Direct purchase and agency. Ahali Drug Stores, (importer, wholesaler, agent). Ras al Qarya, Rashid St., Baghdad. WTD 12/6/63.

JAPAN—Electronic chemicals in spray-cans, such as silicon, tetrachloride, for use by T.V. and radio service men to clean and keep clean T.V. and radio set components. Direct purchase and agency. The Kobe Mutual Trading Co., Ltd., 56 1-chome, Sannomiya-cho, Ikuta Ku, Kobe.

NETHERLANDS—Cosmetics: creams (cleansing, foundation, lubricating), lip preparations, oils, rouges, nail lacquers, manicure preparations. Direct purchase and exclusive agency. J. G. K. Kooijmans' Agenturen, (sales agent), 14 Watteaustraat (or: P.O. Box 7032), Amsterdam.

SAUDI ARABIA—Perfumes, cosmetics, toi-

let preparations; cif Jidda. Mohammad Nur Salah Jamjum & Bros., (importer, wholesaler, retailer), P.O. Box 12, Jidda. WTD 7/28/63.

SWEDEN—Low-priced automobile waxes, cleaning preparations; novelties. Direct purchase and agency. Auto Nova, (wholesaler, agent), Önskevädersgatan 41, Göteborg H.

Cosmetics, toiletries. Broderna Berner HAB, (manufacturer, wholesaler, sales agent), Box 77, Farsta 1. WTD 7/12/63.

285 Paints, Varnishes, Lacquers, Enamels

JAPAN—Plastic texture paint; direct purchase or agency. Dai-nippon Toryo K.K., (manufacturer), No. 1, Daito-cho 12, Tsurumi-ku, Yokohama. Attn: Nishida. WTD 5/28/62.

NIGERIA—Paints. N. O. Egbe & Brothers Trading Co., (wholesaler, retailer), P.O. Box 217, Umuahia. WTD 12/9/63.

286 Gum, Wood Chemicals

ITALY—Tall oil (from 200 to 400 m.t. per month). Societa' Anonina Saponerie Italiane Panigal, (manufacturer), 55 Via Decumana, Bologna. WTD 12/9/63.

287 Agricultural Chemicals

GERMANY—Chemicals for the production of fertilizers. Gebr. Giulini G.m.b.H., Attn: Mr. C. Vogt, 67 Ludwigshafen/Rhein, Postfach 123, W. Germany. WTD 12/23/63.

289 Chemical Products

FRANCE—Supplies for manufacturing shoes: glues. Direct purchase and agency. Requests replies in French. M. Morel, (manufacturer), 8 bld Voltaire, Arpajon (Seine & Oise).

Waterproofing compounds for leather or textile items. Direct purchase and agency. Promaco, (manufacturer, importer, exporter), 22 rue Salvator, Mulhouse (Haut-Rhin).

NEW ZEALAND—Crude sulphur in shipload quantities of approx. 10,000 tons. Direct purchase and agency. W. H. Huthnance and Co. Ltd., (manufacturers' representative, importer), R.S.A. Bldg., Dudley St., Lower Hutt.

■ **PAKISTAN**—Dearborn cooling water treatment compounds, 219,100 lb.; Dearborn detergent No. 45, or similar, 950 lb. Bid deadline January 27. Tender No. 214 (Commodity AID/63) 391-H-066(F)P5. Loan No. 391-H-066. U.S. source. Government of Pakistan, Chief Controller of Purchase, Pakistan Western Railway, Lahore. IL No. 232999. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 East 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-517.

SINGAPORE—Adhesive glue for all purposes; importer and wholesaler requests replies from suppliers with price quotations cif Singapore. Prices must be competitive. Telelectric Co., Ltd., (importer, wholesaler), 2nd Floor, Room 208-A, 6 Cecil St., P.O. box 2883, Singapore 1.

■ **TURKEY**—Water treatment compound, $80,000. IL No. 441. Loan No. 277-H-043. U.S. source. Bid deadline January 30. Import License No. 441. Directorate General of the State Railways of the Republic of Turkey, Ankara. SBC-523.

291 Petroleum Refining

FRANCE—Waxes, petrolatums (petroleum jellies). Direct purchase and agency. Compagnie d'Echanges Inter-Europeens, (importer, dealer), 17 bis ave. Baudouin, Deuil-la-Barre (Seine & Oise). WTD 11/15/63.

● **IRAQ**—Lubricating oil additive (dewaxing aid), 84,000 lb. Tender No. 47/63, bid deadline February 1. Terms and specifications available from Government Oil Refineries Administration, GORA, Baghdad, payment of ID 1 ($2.50) per copy. GORA will sent the tender documents to U.S. free of postal charges.

SWEDEN—Industrial lubricants. Anglo Nordic Co. AB, (wholesaler, sales agent), Sturegatan 1, Stockholm O. WTD 11/5/63.

299 Products of Petroleum, Coal

FRANCE—Lubricants, additives. Direct purchase and agency. Societe Commerciale des Lubrifiants Jeffa, (manufacturer), 73 rue des Monts Clairs, Colombes (Seine). WTD 11/15/63.

■ **PAKISTAN**—Oil, various descriptions, 206,024 gallons, grease for various uses, 740 cwts, grease for rust prevention, 15,000 lb.; cleaning compounds, 2,000 lb.; petroleum jelly, 24,000 lb. Tender No. P1/GB10/25/63/ACST. Bid deadline January 23. Office of the Controller of Stores (Purchase), Pakistan Eastern Railway, Pahartali, Chittagong, East. Loan No. 391-H-066, U.S. source. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-517.

301 Tires, Tubes

NIGERIA—Old stock—tire, pneumatic, passenger car, trucks. Suru-Signs (Emporium), (wholesaler, retailer), 61, Oroyinyin St., Lagos. WTD 11/22/63.

SINGAPORE—Tires, tubes for motor-cars, motor cycles, scooters, mopeds, bicycles; importer, wholesaler requests replies from manufacturer or supplier with price quotations cif Singapore. Prices must be competitive. Telelectric Co., Ltd., 2nd Floor, Rm. 208-A, 6 Cecil St., P.O. box 2883, Singapore 1.

306 Fabricated Rubber Products

NETHERLANDS—All kinds of natural rubber products for shoemaking, clothing, upholstery industries. Direct purchase and agency. Firma Gebr. de Ruyter, (importer, exporter), 14, Tuinstraat, Waalwijk.

SWEDEN—Hard rubber combs. Direct purchase and agency. AB Alexander Graf, (agent, manufacturer), Halmstad. WTD 5/17/63.

Baby diapers, pants, bibs; children's rainwear, novelties. AB Hemi, (manufacturer, wholesaler), Sandsborgsvagen 50, Enskede. WTD 12/4/63.

307 Plastics Products

FRANCE—Supplies for manufacturing shoes: plastics. Requests replies in French. Direct purchase and agency. M. Morel, (manufacturer), 8 bld Voltaire, Arpajon (Seine & Oise).

NETHERLANDS—Plastic household articles, all kinds. Direct purchase and agency. Getraco Handelsonderneming, (importer, exporter, wholesaler, agent), 133 Essenburgsingel, Rotterdam-6.

SWEDEN—Plastic tablecloths, aprons; other household articles and novelties of plastic sheeting and plastic-coated fabric. AB Zorro, (importer, wholesaler), Dobelnsgatan 34 C, Stockholm Va. WTD 12/4/63.

SWITZERLAND—ABS polymer molding materials; acrylic sheets; other plastic products. Wasem & Olbrecht, (importer, distributor), Papiermühle-Bern, Schweiz.

UGANDA—Polythene bags for packing purposes. Mukisa Biscuit Mfg. Co. Ltd., (importer), P.O. box 1957, Kampala. WTD 12/18/63.

311 Leather Tanning, Finishing

NETHERLANDS—Unfinished chrome tanned and vegetable tanned leather splits; vegetable tanned sole-leather scrap. Direct purchase and agency. Firma Gebr. de Ruyter, (importer, exporter), 14 Tuinstraat, Waalwijk.

313 Boot, Shoe Cut Stock, Findings

FRANCE—Supplies for manufacturing shoes, including leather and fabrics of various types; plastics, glues, dyes, welts, counters, polishes. Requests replies in French. Direct purchase and agency. M. Morel, (manufacturer), 8 bld Voltaire, Arpajon (Seine & Oise).

Boot and shoe findings, shoe cut-stock articles and supplies for the shoe-industry, including heels, cloth-backed patent leather in black and colors, intersoles, slipper ornaments, novelties (including plastic items). Also raw materials for shoe-manufacturers. La Guêtre Moderne, (manufacturer, exporter), Route de Versillat, La Souterraine, Creuse. WTD 12/10/63.

NETHERLANDS—Components for shoes and footwear, such as rubber sheetings, leather board. Direct purchase and agency. Firma Gebr. de Ruyter, (importer, exporter), 14 Tuinstraat, Waalwijk.

All kinds of findings, accessories for the shoe and leather goods industries. Requests replies from manufacturers only. C.V.J. Wildeman & Co., (distributor), 2 Tuinstraat, Waalwijk. WTD 1/14/63.

314 Footwear, Except Rubber

NIGERIA—All kind of footwear. Rafiu Osinubi & Sons Trading Co., (importer, wholesaler), 48, Nnamdi Azikiwe St., P.O. Box 1004, Lagos. WTD 12/2/63.

SOUTH AFRICA—Footwear for men, women, children. Particularly interested in purchasing end-of-season stocks in bulk. Footwear Factors (Pty.), Ltd., (wholesaler, importer), P.O. Box 1188, Durban. WTD 12/10/63.

316 Luggage

IVORY COAST—Lightweight (air travel) suitcases made of fiberglass. Bata Ivoirienne, (manufacturer, importer, exporter), B.P. 1762, Abidjan. WTD 12/12/63.

317 Handbags, Personal Leather Goods

AUSTRALIA—Handbags: leather, alligator. Mr. M. Klein, Mercury Trading Pty. Ltd., (importer, wholesaler, exporter), 11a Grosvenor St., Bondi Junction, N.S.W. WTD 7/25/63.

322 Glass, Glassware

FRANCE—Machine-made glass tableware for kitchen, restaurant, hotel, other large institutions. Direct purchase and agency. Maison Labesse, (manufacturer), 25 rue du Moulin Joly, Paris 11e. WTD 12/4/63.

NEPAL—Bulbs—electric glass, up to 1,600 dozen; tubes—fluorescent lamp, up to 50 dozen. Catalogues and quotations cif Calcutta desired. Nepal Machhendra Trading Hall, (importing, exporting), 9/173 Kele Tole, Kathmandu.

SWEDEN—Laboratory glassware. Instrumentfirma Labora, (importer, sales agent, retailer), Birger Jarlsgatan 119, Stockholm Va. WTD 9/13/63.

323 Glass Products

SWEDEN—Mirrors: hand, pocket, make-up, unframed suitable for the manufacture of automobile rear-view mirrors. AB Alexander Graf, (agent, manufacturer), Halmstad. WTD 5/17/63.

326 Pottery

AUSTRALIA—Lamp bases; kitchenware; ovenware. Mr. M. Klein, Mercury Trading Pty. Ltd., (importers, wholesalers, exporters), 11a Grosvenor St., Bondi Junction, N.S.W. WTD 7/25/63.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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329 Abrasive, Asbestos, Nonmetallic Mineral Products

AUSTRIA—Wet sanding paper; would import paper in rolls; further processing of paper done by the importer. Direct purchase and agency. "Matev" Ein- u. Verkaufs-Kommanditgesellschaft Dr. Weiss & Co., 6 Esteplatz, Vienna III. WTD 12/11/63.

SWEDEN—Abrasive papers, all kinds. MB-Bolagen AB, (importer, exporter), Stagneliusvagen 51, Stockholm K. WTD 11/21/63.

Gaskets. Schuchardt & Schutte AB, (wholesaler, sales agent), Fack 8, Stockholm 23. WTD 8/27/62.

Gaskets; other industrial equipment. S. Bjorklund & Co. AB, (distributor), Hagagatan 31, Stockholm Va.

Diamond abrasive wheels; carborundum wheels. Jack Midhage AB, (wholesaler), Surbrunnsgatan 29, Stockholm Va. WTD 8/21/62.

331 Steel Mill Products

● **BURMA**—Grinding balls, 40 through 100 mm; 110 tons; high carbon forged steel balls manufactured from prime quality carbon/manganese steel having a min. Brinell hardness range 300/350, tensile strength range 100/120 approx.; also 95 tons 19-20-22-24 & 25 mm. cylpebs pellets, high carbon heat treated steel slugoids. Tender No. C M/stores/763/63EI, bid deadline January 31. The Chairman, Cement Mills (Industrial Development Corp.), Thayetmyo.★ Telephone: 202—WO 7-2363).

ECUADOR—Tubing, seamless, galvanized iron, all diameters, fittings. Iron rods and bars, for construction purposes. Wire, galvanized, smooth, all gauges; cif Guayaquil. Direct purchase and agency; requests replies in Spanish. Alvarez Barba Hnos. & Cía., P.O. Box 567. WTD 8/14/62.

ENGLAND—Hot and cold rolled steel sheets and plates, all sizes. Metal Enterprises & Co. (London) Ltd., (exporter, importer), 3 Farringdon Rd., London, E.C.1. WTD 11/29/63.

■ **GREECE**—Bright annealed and/or 2B in sizes 1000 x 2000 mm and/or 1250 x 3000 mm, 0.5 mm, 0.6 mm, 0.7 mm, 0.8mm, 1.00 mm, 1.2 mm, 1.5 mm and/or 2.0 mm, stainless steel sheets, grades AISI 301 and/or 304, 15,000 kilograms. Quotation date January 30. Sourapas Bros. Tepsis, Iera Odos 90, Box 491.

■ Stainless steel sheets in standard types and sizes for quantity of about 40,000 lb. Quotation date January 27. Nikos Hadziliadis 101, Hermou St., Athens.

■ Tin mill black plate rejects, assorted to size and gauge, 18 x 24″ and larger, mostly large sizes, original mill export packing, invoiced net weight 35 and 36 gauge, about 180,000 lb. Quotation date January 25. Zeppos & Koufogiorgasm Athinas St., No. 13, Athens.

All the above are for Loan No. 240-H-028. U.S. source. Subject to GSA Defense Materials Services procedure. SBC-518.

■ **INDIA**—Joists CB 362 362, 36″ WF 230 lb. per ft., 30 Nos.; same but CB 361, WF 194; same 150 lb., 19 Nos. To certain manufacture and chemical composition. Ref. No. DC/217/BDL/Richard Cruddas/179. IL No. BL/82/4/04101/39. Quotation date January 28. SBC-64-1.★

■ SAE 52100 bearing quality steel bars, spheroidized, annealed; cold drawn ball wire, spheroidized annealed in coils, size range .096″ dia. to .244″ dia.; 18% tungsten high speed steel; chrome venadium spring steel; various descriptions, quantities. Ref. No. DC/217/BDL/National/178. Import license No. P/RM/0037/R/DL/18/5/D/17/45/832. The National Engineering Industries, Ltd., Khatipura Rd., Jaipur.

■ Galvanized plain sheets, Thomas commercial quality, zinc coating, 1.25 oz. sq. ft., on both sides, 24 gauge, 6 x 3″, 20 m.t.; same 8′ x 3′, 10 m.t.; plain black sheets, cold reduced full finish, deep drawing, 14 gauge, 12 x 4′, 50 m.t.; same in 16 guage, 25 m.t.; same, 18 gauge, 15 m.t. Ref. No. DC/217/BDL/Sundaram/177. Import license No. P/RM/000289/R/DL/18/S/D/45/649. Sundaram Industries Private Ltd., 211 South Veli St., Madurai 1.

All the above are for Loan No. 386-H-082. U.S. source. Quotation date January 28. SBC-64-1.

■ Hot rolled open hearth or electric basic steel wire rods, suitable for the manufacture of wire ropes, including winding ropes for collieries, dia. 6mm. tolerance plus or minus 0.3 mm. To various carbon percentages, 900 tons, weight of each coil 150 kg, outside dia. of coil not more than 900 mm. Import license No. P/RM/000583/R/DL/18/S/D/17/45/1007. Ref. No. DC/217/BDL/183. Loan No. 386-H-082. U.S. source. Quotation date February 1. J.K. Steel Ltd., 7, Council House St., Calcutta. SBC-526.

■ Mild steel electrode core wire, dia. in mm. 3.25, 80 m.t., dia. 4.00, 120 m.t. Wire to be perfectly circular and have minus tolerance not exceeding 0.075 mm. Supplied in coils wrapped in waterproof paper, each coil not to exceed 150 lb.; cif Madras. Import license No. P/RM/000365/R/DL/18/S/D/17/45/1357. Ref. No. DC/217/DBL/185. Arc Electrodes Private Ldt., 11/12, Second Line Beach, 2nd Fl., Madras 1.

■ 7/8″ hexagon hollow alloy drill steel in lengths of 20-24 ft., hardness 365/415 Brinell, 38/44 Rockwell "C". Carbon 0.95%, phos. 0.020%, si. 0.25%, mn. 0.30, su. 0.020%, ch. 1.00%, molybdenum 0.25%; cif IL No. P/RM/000036/R/DL/18/S/D/17/45/1252. Ref. No. DC/217/BDL/186. Holman Climax Rock Drills, India, Ltd., Standard Jute Mills Compound, Titaghur, 24 Parganas District, West Bengal. Cable: ROCKDRILLS, Calcutta.

Both the above are for Loan No. 386-H-082. U.S. source. Quotation date February 1. SBC-526.

■ High carbon steel rods, to AISI C-1054, 1059, 1064, .212″ dia., carbon .50/55%, .55/60%, .60/65%, total 80 tons; c&f basis, 60% U.S. flag, 40% Indian flag vessel. Milles name to be mentioned in offers. IL No. P/RM/000605/R/DL/18/S/D/17/45/287. Ref. No. DC/217/BDL/Usha Auto/182. Loan No. 386-H-082. U.S. source. Quotation date January 29. Usha Automobile Engineering (P) Ltd., 14, Princep St., Calcutta 13.

■ Open hearth hot rolled carbon steel plates, carbon 0.12% max., manganese 0.45%, 2″ x 69″ x 303″, 3 pcs.; 2″ x 51″ x 69″, 4 pcs.; 1½″ x 51″ x 303″; cif Calcutta. IL No. P/RM/000379/R/DL/18/S/D/17/45/412. Ref. No. DC/217/BDL/187. Quotation date February 1. The Indian Tube Co., 1953, Ltd., 41, Chowringhee Rd., Calcutta 16.

Both the above are for Loan No. 386-H-082. U.S. source. SBC-525.

■ Hot rolled unpickled unoiled special quality bars suitable for bright drawing in random lengths of 16 to 18 ft., tolerance on plus side only minus nil. To SAE 1010 or 1012, free cutting quality, SAE 1112 or 1113, 11/32″ dia. in coils, 3 tons; SAE 1015 or 1017, 1010, 13/32″ dia., 4 tons; SAE 1141, 1⅜″ dia., 5 tons; SAE 1035, 15/32″ hex., 2 coils. Subject to certain general conditions and paint marking. Import license No. A 546111/62/AU-DW/CCI/HQ/RM/L-II(E). Ref. No. 65(44)/63-Aid(1)-082. Messrs. Turner Hoare & Co., Ltd., Gateway Bldg., Apollo Bunder, Bombay 1. Cable: ENDEAVOUR, Bombay. Quotation date January 31.

■ Hot rolled electrical steel sheets, max. core loss 1.13, 1.01, .96, .91, at 50 cycles, 10,000 lines/sq.cm. with core plating on both sides, size 120″ long x 32″ to 36″ wide x 29 SWG, in metal packages of about 6,300 lbs. gross, wrapped in waterproof paper wired or banded on skids; cif or c&f Bombay, $42,000. Import license No. P/RM/000471/R/DL/18/S/D/17/45/26. Ref. No. DC/217/BDL/189. Quotation date February 1, Crompton Parkinson (Works) Ltd., Haines Rd., Worli, Bombay 18. Cable: CROMPARK, Bombay.

Both the above are for Loan No. 386-H-082. U.S. source. SBC-525.★

■ Forged steel shafts for sugar cane mill rollers and gearing to certain chemical conditions, mechanical properties, various sizes and quantities. Ref. No. 20(32)/63-AID.II. IL No. 978061/DLF-157/62/C.G.III. Loan No. 386-A-032(DLF Loan No. 157). U.S. source. Quotation date February 2. Walchandnagar Industries Ltd., Construction House, Ballard Estate, Bombay 1. Cable: WALSAKHAR, Walchandnagar. SBC-522.★ Drawings may be obtained from the Office of Small Business, AID, Rm. 2120, Barton Hall, Ohio Drive & Independence Ave., SW., Washington, D.C.

■ High tensile spring steel wire, 110/120 tons tensile strength per sq. in.. .60/.65% carbon, .60/.70% manganese, for the manufacture of inner core for industrial flexible shafts, 16 to 22 gauge, total 43.690 kgs.. cif Bombay, to special conditions. Ref. No. DC/217/BDL/176. Import license No. P/RM/00146/R/DL/18/D/17/45/1132. Loan No. 386-H-082. U.S. source. Quotation date January 28. Forbes Forbes Campbell & Co., Ltd., Forbes Bldg., Home St., Fort, Bombay 1. Cable: YESTERMORN, Bombay. SBC-522.

■ Black bars for bright drawing in max. 6000 lb. bundles, various sizes and grades,

total 336 l.t.; open hearth rimmed steel, cold rolled, pickled and oiled, commercial quality and mill edge or sheared, to AISIC 1008, 13 different sizes, total 938 l.t.; open hearth aluminum killed steel, 265 l.t.; open hearth aluminum killed steel, cold rolled, pickled and oiled, total 704 l.t.; carbon steel bars for forging, 1½" R.C.S., 46 l.t., 2¼", 28 l.t.; hot rolled carbon steel bars, to ASTM A-107-61T, 315 l.t.; same, various sizes, total 752 l.t.; hot rolled carbon steel bars, 1 5/16" 3", 1½" R.C.S., total 129 l.t. Delivery must be completed during January/February, fas. Ref. No. DC/217/BDL/173. Import License No. P/RM/000661/R/DL/18/S/D/17/45/117. Loan No. 386-H-082. U.S. source. Quotation date January 26. Tata Inc., 425 Park Ave., New York, N.Y., Agents for Tata Engineering & Locomotive Co., Ltd., Bombay House, 24 Bruce St., Bombay 1. SBC-521.★

■ Prime electrical steel sheets, transformer grade, hot rolled, uninsulated, AISI type M-15, 0.014" x 32" x 120" long, 30 m.t.; same, AISI type M-17, 82 m.t.; prime electrical steel, transformer grade, cold rolled, in coils, with core plate No. 2 or Carlite, AISI type M-6, 0.014" gauge x 31" width, 155 m.t. To be packed in metal waterproof paper lined crates adequate for export handling and to insure reaching India in completely rust-free condition. Approx. gross weight of each crate not to exceed 6,400 lb. for shipment to Bombay and Madras, 3,900 lb. for shipment to Calcutta. Shipment 60% on U.S. flag Conference vessel, balance 40% Indian flag vessel. Loan No. 386-H-082. U.S. source. Quotation date January 26. IL No. P/RM/000338/R/DL/18/S/D/17/45/350. Ref. No. DC/217/BDL/175. Sankey Electrical Stampings Ltd., Wakefield House. Sprott Rd., Ballard Estate, Bombay 1. SBC-519.

■ Prime mild steel, both hot and cold rolled sheets, general purpose and drawing qualities, 10-25 SWG; 26 items, 10 m.t. each. Drawing quality generally according to British Standard Specifications EN2A-1449 of 1956; extra deep drawing quality (for one item, 22 SWG) generally according to BSS EN2A/1-1449 of 1956. In metal waterproof paper lined crates/skids adequate for export handling and to insure reaching India in completely rust-free condition. Approx. gross weight of each crate not to exceed 6.400 lb. for shipment to Bombay and Madras, 3,900 lb. for shipment to Calcutta. Shipment 60% in U.S. flag Conference vessel, balance 40% in Indian flag vessel. Loan No. 386-H-082. U.S. source. Ref. No. DC/217/BDL/174. IL No. P/RM/000335/R/DL/18/S/D/17/45/350. Quotation date January 26. Sankey Electrical Stampings Ltd., Wakefield House, Sprott Rd., Ballard Estate, Bombay 1. SBC-519.

● Rounds, flats, squares, hexagon, zees and spring steel, approx. 20.900 m.t.; Tender No. S-44, bid deadline February 6.

● Steel sheets, approx. 9,000 m.t.; Tender No. S-43, bid deadline February 5.

● Billets spring steel, blooms and slabs, 17.450 m.t. Tender No. S-45, bid deadline February 7. Three above world wide. Shri P. M. Mathur, Director (Wagon Production) Ministry of Railway (Railway Board) Rail Bhawan, Raisina Rd., New Delhi. Tender documents available from India Supply Mission, Washington, D.C. Tender fee $2.10 each.

■ **INDIA**—Prime hot rolled mild steel sheets, pickled and oiled, extra deep drawing, per EN2A/1 of B.S.S. 1449/1956, size 76 x 30", 65 m.t.; same in sizes 59 x 35, 45 x 35, 69 x 46, 70 m.t. total; prime hot rolled mild steel sheets, pickled and oiled per EN 2B of BSS 1449/1956, 56¼ x 14¼, 10 m.t.; same but size 70¼ x 7⅛", 10 tons. Total 155 m.t. Packed in waterproof paper lined crates, 60% to be shipped U.S. flag and 40% Indian vessel. IL No. P/RM/000320/R/DL/18/S/D/17/45/358. Ref. No. DC/217/BDL/Sankey/181. Loan No. 386-H-082. U.S. source. Quotation date January 29. Sankey Electrical Stampings Ltd., Wakefield House, Sprott Rd., Ballard Estate, Bombay 1. SBC-523.

■ Hot finished annealed bars, various groups, to certain analysis, sizes and quantities, 24 items. Import License No. P/RM/000380/R/DL/18/S/D/17/45/412. Ref. No. DC/217/BDL/188. Loan No. 386-H-082. U.S. source. Quotation date February 1. The Indian Tube Co. (1953) Ltd., 41 Chowringhee Rd., Calcutta 16. SBC-523.★

● **IRAQ**—Cold rolled sheets for 40-gallon asphalt drums, 34½" x 70¼ x 24 B. G. sides, 200,000 sheets; 25½" x 50¼" x 24 B.G. ends, 200.000 sheets. Tender No. 151/63, bid deadline January 18. Directorate General, Government Oil Refineries Administration, Baghdad.★ (Telephone: 202-WO 7-2363).

● Tin plate for one gallon can ends, 78,000 sheets. Tender No. 45/63, bid deadline January 28. Terms and specifications may be obtained from the Government Oil Refineries Administration, Baghdad, against payment of $2.80 per copy. GORA will send the tender documents to the U.S. free of postal charges.

MOROCCO—Iron wire, bright, all diameters, to be transformed into nails; in unwrapped 70/80 kilo coils. Requests quotations in French; cif Casablanca. Sopotex, (manufacturer), 20, Blvd. Lajournade, Casablanca.

NETHERLANDS—High quality iron, steel, steel alloy sheets; all kinds. Requests replies from manufacturers only. N.V. Technische Industrie-en Handelsvennootschap "Tinag," (importer, wholesaler, agent), 4 Stadhoudersweg, Rotterdam.

● **SOUTH AFRICA**—Billets, mild steel, 3¾", length 20 to 40 ft., 10,000 short tons, British standard, specifications 1S/1961. Tender No. B.686, bid deadline Jan. 28. Union Steel Corp. (of South Africa) Ltd. P.O. Box 48, Vereeniging, Transvall.★ (Telephone: 202-WO 7-2363).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

■ **TURKEY**—Sanitary gold lacquered tinplate circles, for canning vegetables, sizes 4¾" or 5⅛" dia., all bright, approx. 25 tons; differentially coated electrolytic tinplate, assorted to size and base weights, one side 1.00 coating, reverse 0.25 lb. or 0.50 coating, sizes 18x24" and larger, baseweights 85 lb., and 90 lb., only, soft tempers, approx. 10 tons, cf or cif Istanbul prices. IL No. 002561. Tansin Furtun ve Oguliari Komandit, Ortakligi, Bancekapi, Agopyn Han No. 13, Istanbul.

■ Unassorted hot dipped tinplate, 1.25 coating, 18¾x28", 107 lb., 20x30"; hot dipped waste waste assorted to size and base weight, 18x24 and larger, 80/107 lb.; electrolytic tinplate waste waste, assorted to size and base weight, 18x24" and larger, 80/107 lb.; electrolytic tinplate cobbles, not assorted to size or base weight, 10x10 and larger, 107 lb. and lighter, $30,000; cif IL No. 002513. Sulhi Ellialtioglu, Tersane Caddesi Sirmali Sokak No. 8, Galata, Istanbul.

■ Stainless steel sheets, about 33,035 kgs., type 430, soft finish 2B/2D, sizes 24x72" and larger, USA gauges 19 to 30 in wooden skids, suited for export. IL No. 002498. Bilge Ticaret Sanayi Koll. Sti., Tahtakale-Tarhan Han No. 2, Istanbul.

All the above are for Loan No. 277-H-043. U.S. source. Quotation date January 20. Subject to GSA Defense Materials Services procedure. SBC-524.

■ Line and seamless pipe, 15 items, various sizes, descriptions, quantities. Enquiry No. TMF-2220. Loan No. 277-H-043. U.S. source. Istanbul Petrol Rafineraisi A.S., Posta Kutusu 43, Izmit. Cable: UMIPRAS, Izmit. Detailed specifications may be obtained from the Turkish Embassy, Board of Counselors for Economic Affairs, 2523 Massachusetts Ave., NW., Washington, D.C. SBC-524.

■ Boiler steel plates, quality DIN (HI), 6.601, Classification No. 11x2750x4400mm. 63,888 kgs., 15x1500x3000, 32,400 kgs., 12x1000x3000mm, 8640 kgs. Import License No. 8919. Loan No. 277-H-043. U.S. source. Bid deadline January 30. Directorate General of the State Railways of the Republic of Turkey, Ankara. Detailed specifications may be obtained from the Turkish Embassy, Board of Counselors for Economic Affairs, 2523 Massachusetts Ave., NW., Washington, D.C. SBC-523.

■ Unassorted hot dipped tinplate, 1.25 coating, 18¾x28, 20x30, 100/107 lb.; electrolytic tinplate assorted to size and base weight, 18x24 and larger, 80/107 lb.; electrolytic tinplate 18¾ and 20x28, 20x30, 100/107 lb., approx. $6,000. Import License No. 2450. Quotation date January 14. Celebon Barokas, Kantarcilar Kozluca han 7/B, Istanbul.

■ Unassorted hot dipped tinplate, 1.25 lb. coating, 18¾x28, 20x30, 107 lb.; electrolytic tinplate cobbles not assorted to size and base weight, 18x24 and/or 10x10 and larger, 80/107 lb. base weight, in original mill export packing, cif $20,000. IL No. 2530. Demir Madencilik ve Ticaret, Ltd., S., Fermeneciler caddesi No. 102, Galata, Istanbul. Quotation date January 20.

Both the above are for Loan No. 277-H-043. U.S. source. Subject to GSA Defense Materials Services procedure. SBC-515.

■ Tee bars 25x25x25 mm. and 30x30x30 mm. and 40x40x4 mm., in lengths of 6 meters, $12,700. IL No. 833. Sahak Aydant Carsikapi Nuri Osamniye caddesi Yagci han No. 1/5 Istanbul.

■ Tee bars 20x30x3m/m, 40x40x4 m/m, in lengths of 6 meters, approx. $9.900. IL No. 834. Jirayr Zaman Cenberlitas Vezir han No. 42, Istanbul.

■ Unequal T beams, a flange and stem, 1½ x 1¼, thickness of ¼-5/32, $8.000. Angle iron sect. 1½x1½x⅛, $9,500. Total dollar amount $17,500. Import License No. 377. Ahmet Kemal Senol, Kapuz 441/A Zonguldak.

■ Steel profiles for inter dozer and scraper blades. Various sizes, total 99,500 kgs., Specification to SAE 9254. Hardness 450-500, tensile strength min., Kg/mm2: 160, elongation min. 10%. IL No. 8832. Quotation date January 20. Makina ve Kimya Endustrisi Tandogan Meydani-Ankara.

All the above are for Loan No. 277-H-043. U.S. source. Quotation date January 14 for first three items; January 20 for last item. SBC-515.★

VIETNAM—Coke, small quantities (less than

100 tons per order). Small quantities (less than 100 tons per order) pig iron. Hang Sao Cong Ty, (manufacturer), 214 duong Tran Quang Khai, Saigon.

332 Iron, Steel Foundries

FRANCE—Kitchen, restaurant supplies, such as castiron cooking utensils for hotels, other institutions. Direct purchase and agency. Maison Labesse, (manufacturer), 25 rue du Moulin Joly, Paris 11e. WTD 12/4/63.

333 Primary Smelting, Refining of Nonferrous Metals

■ **INDIA**—Unscalped electrolytic copper wire bars, conforming to ASTM Specification No. B5-43, 635 m.t. Ref. No. D/ENQ/842. Tender No. P/SR5/291-P/I. Bid deadline January 23.

■ Aluminum strips, 99% purity, 48,000 kilos. Ref. D/ENQ/848. Tender No. P/ST5/248-P/II. Bid deadline January 28.

■ Electrolytic zinc for galvanizing of transmission line towers, conforming to ASTM Specification No. B6-49, high grade, 181 m.t. Bid deadline January 29. Ref. No. D/ENQ/844. Tender No. P/SR5/238-P/239-P/I.

All the above are for Loan No. 386-H-082. U.S. source. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-516.

JAPAN—Platinum, unalloyed, refined for dental use and for use in manufacturing costume jewelry. Requests replies with prices, cif Japan. Kyowa Boeki Bussan, Ltd., 866 Kami 1-chome, Higashi-Ozone, Kita-ku, Nagoya. WTD 8/5/63.

■ **PAKISTAN**—Copper wire, sheets and pipes, brass rounds, bars, sheets and plates, bronze and lead, all in various small quantities. Tender No. P2/GB4/391-H-056/63. Bid deadline January 28. Office of the Controller of Stores, Purchase, Pakistan Eastern Railway, Pahartali Chittagong, East. Loan No. 391-H-066. U.S. source. SBC-517. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 East 65th St., New York, N.Y., Attn: Mrs. Caparelli.

■ Lead ingot, 17 tons, to Specification G/Metals/33 or corresponding to ASTM, DIN or B.S. specifications. Tender No. P&D/Wag-740/CTG. Loan No. 391-H-045 (AID Loan No. 45). U.S. source. Bid deadline February 4. East Pakistan Railway Board, Railway Bldg., Chittagong, East. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 East 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-64-1.

■ **TURKEY**—Virgin aluminum ingots, in minimum guaranteed purity 99.5%, in ingots of about 50 lb. Approx. $10,100. Import License No. 2484. Suleyman Cehreli ve Ogullari Gur ve Yaman Cehreli Koll. Skt., Fermeneciler Caddesi Cehreli Han kat I Galata. Quotation deadline January 13.

■ Aluminum strips in coils alloy 3003 H-14 temper, half hard, mill finish, 5000 kilos, 0.19 mm, gauge x 34 mm wide, 12 inches inside diameter. IL No. 002489. Sark Ticaret Kollektif Sirketi Enver Yelkenci ve Ortaklari Galata, Merkez Han No. 14, Istanbul. Quotation date January 14.

Both the above are for Loan No. 277-H-043. U.S. source. SBC-515.

■ Aluminum ingot, 99.5% min. purity, approx. $5,000. Import License No. 002485. Metalum Sanayi Ltd., Sti., Istanbul. Cable: METALUM, Istanbul.

■ Aluminum ingots, min. purity 99.5%, approx. $15,000. IL No. 2453. Salim Kula, Bosfor Han No. 2/8, Galata, Istanbul.

Both for Loan No. 277-H-043. U.S. source. Quotation date January 20. SBC-516.

334 Secondary Smelting, Refining of Nonferrous Metals

● **IRAQ**—Solder, grade "G", 90,000 lb.; grade "F", 1,200 lb. Tender No. 46/63, bid deadline January 25. Government Oil Refineries Administration, GORA, Baghdad. Tender fee $2.80 per copy.

MOROCCO—Tin ingots, 99% pure, 20 kilos each. Quotations cif Casablanca. Requests replies in French. Sopotex, (manufacturer), 20, Boulevard Lajournade, Casablanca.

335 Rolling, Drawing, Extruding of Nonferrous Metals

FRANCE—Electrical cables. Dufour Pere & fils, (manufacturer, importer, dealer), 11 rue Neuve de Villiers, Levallois-Perret (Seine). WTD 8/8/63.

■ **GREECE**—Cables, wires, materials for automatic telephone exchanges. Loan No. 240-H-028. U.S. source. Bid deadline January 29. Ref. No. 595. Hellenic Telecommunications Organization Ltd., Supply Dept, 20 Patission St., First Floor, Rm. 105, Athens. Bids are solicited on a worldwide basis. If the selected offer is from the U.S., it is expected that purchases will be financed by AID under the loan cited or with free dollars. SBC-519.

● **INDIA**—Aluminum conductor 700 m.t. three eighths inch ACSR. Tender No. Lr No. T440/apt.14/63-2/63, bid deadline January 31. Superintending Engineer, Technical (Electrical) (Govt.) 10-2-3, A. C. Guards, Hyderabad (A.P.). Tender $10.75, non-refundable, from India Supply Mission, (Ref. D/ENQ/854), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

NETHERLANDS—Wire, wire products, all kinds. Requests replies from manufacturers only. N.V. Technische Industrie-en Handelsvennootschap "Tinag," (importer, wholesaler, agent), 4 Stadhoudersweg, Rotterdam.

■ **NIGERIA**—5″x20′ class 150 aluminum tubing, 3″x20′, same; coupler sets, pressure gauge outlets, elbows, plugs, nipples, clamps; nozzles, 26 items, various quantities, catalog numbers taken from Ames Irrigation International for reference only, or equal. Quotation No. 5646. Bid deadline January 20. U.S. source. Contract between Michigan State University and University of Nigeria, College of Agriculture, Nsukka, Eastern Nigeria. Interested bidders may obtain copies of specifications and other information from Purchasing Dept., Michigan State University, 210 Miles Bldg., 1405 S. Harrison Rd., East Lansing, Michigan, Attn: Richard P. Kasuba, Assistant Purchasing Agent, where quotations are to be submitted on the basis of fob International Port Facilities, Attn: Charles Hulbert, Bldg., 202D, Port Newark, New Jersey. SBC-518.

■ **PAKISTAN**—Paper insulated lead covered double steel taped armoured underground cable, 13,653 yd.; same, 700 ft. Tender No. 214 (Commodity AID/63) 391-H-066 (C) P2. Bid deadline January 25. Loan No. 391-H-066. U.S. source. Government of Pakistan, Chief Controller of Purchase, Pakistan Western Railway, Lahore. IL No. 232999. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 East 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-517.

■ Copper rods for locomotive stay bolts, 12 items; copper tubes, 5 items, various quantities. Tender No. 214 (Commodity AID/63) 391-H-066 (G) P7. Brass rolled rods and bars to ASTM designation, B-16-60 hard temper in stock lengths of 10 ft., 4 items, various quantities and shapes. Tender No. 214 (Commodity AID/63) 391-H-066 (H) P7. Bid deadline January 28.

■ Zinc sheets to ASTM B-69-39, various sizes and descriptions, 124 cwt.; brazing filler metal, 25 lb.; zinc ingots, 103 cwt. Tender No. 214 (Commodity AID/63) 391-H-066 (I) P7. Bid deadline January 29.

■ Antimony ingots to U.S. Specifications No. ASTM B-237-52, Grade B, with min. purity 99%, 975 cwt. Tender 214 (Commodity AID/63) 391-H-066 (J) P7. Bid deadline January 29.

■ Lead sheets, 6 cwt., pig lead, 4.570 cwt. Tender No. 214 (Commodity AID/63) 391-H-066 (K) P7.

All the above are for Loan No. 391-H-066. U.S. source. Government of Pakistan, Chief Controller of Purchase, Pakistan Western Railway, Lahore. IL No. 232999. Detailed specifications with changes in original tenders may be obtained from the Consulate General of Pakistan, 12 East 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-517.

■ Round, heavy Alkanex enamelled copper wire, suitable for Class B (130C) Service, with single or double thickness of enamel coating, various diameters insulated to certain diameters, $44,500. Aluminum ingots, 99.5% purity, $5,345. Import License No. 232936. Loan No. 391-H-056. U.S. source. Quotation date January 29. M/s. Pak Elektron Ltd., P.O. Box No. 524, Ferozepur Rd., Lahore. Cable: PELEKTRON. SBC-523.

■ **THAILAND**—Aluminum cable, 7 items, totaling about 12,000,000 feet. Tender No. PDC-MEA-172. Bid deadline January 21. Loan No. 19. World wide (899). Purchase and Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Prices must be quoted fob, fas vessel and c&f Bangkok. Single copies of complete invitation to bid are available from the Office of the Economic and Financial Counselor, Embassy of Thailand, 2490 Tracy Place, NW., Washington, D.C. SBC-524.★

342 Cutlery, Hand Tools, General Hardware

● **BURMA**—Hand tools, 22,500, including squares, levels, plumbs and gauges, various sizes and types, tender No. 373/GH/106/G-11 (63-64); spanners, 14,100, including adjustable, ring double offset and double end, various sizes, tender No. 376/GH/107/GH (63-64); hand tools, 13,200, spanners; 6,100 sets, socket sets including drives; various sizes and types, tender No. GH/108/GII (63-64); hand tools, 1,000, pipe wrenches 8″ to 24″; 7,000 sets, socket sets with drives or sliding tee bar, various sizes, tender No. GH/109/GII (63-64); spanners, ring, 8,000, double offset various sizes and types, tender No. GH/110/GII/63-64; 6,000 spanner sets; 12,000 other hand tools, including self-grip wrenches, pipe grip wrenches, various sizes, tender No. GH/111/GII (63-64); bellows, 300 sizes 10″ to 32″ various types, tender No. GH/112/GII (63-64); spanners, 14,000, including double end and ring double offset, 3/16″x1/4″ to 2 3/16″x2 7/8″, tender No. GH/118/GII/63-64. Bid dead-

line for each tender January 23. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● **BURMA**—Assorted hand tools for automotive repair, workshop use. Tender No. DPES 5/64, bid deadline, January 25. The Director of Procurement, Revolutionary Government of the Union of Burma, Office of the Director of Procurement, Defense Dept., Rangoon.★ (Telephone: 202—WO 7-5589).

CANADA—General hardware items, hand tools, accessories. Eric D. Greenlaw & Co., (manufacturers' agent), 90 Keefer St., Vancouver 4, B.C. WTD 9/11/62.

NETHERLANDS—Manicure scissors, nail cutters, other manicure apparatus. Direct purchase and exclusive agency. J.G.K. Kooijmans' Agenturen, (sales agent), 14 Watteaustraat (or P.O. Box 7032), Amsterdam.

Precision tools, all types. Requests replies from manufacturers only. N.V. Technische Industrie-en Handelsvennootschap "Tinag," (importer, wholesaler, agent), 4 Stadhoudersweg, Rotterdam.

NEW ZEALAND—Household kitchenware, related giftware lines, principally in stainless steel and alloys; not interested in pots, pans, items of aluminum; cutlery including novelty lines, lower to medium priced products. Direct purchase and agency. K. J. Rew & Co. Ltd., (importer, wholesaler), 118-120 Wakefield St., Wellington, C.1.

NIGERIA—Builders' hardware. N.O. Egbe & Brothers Trading Co., (wholesaler, retailer), P.O. Box 217, Umuahia. WTD 12/9/63.

SINGAPORE—Building material and hardware; importer, exporter and wholesaler requests replies from suppliers with price quotations cif Singapore. Prices must be competitive. Agency purchase. Telelectric Co. Ltd., 2nd Floor, Rm. 208-A, 6 Cecil St., P.O. Box 2883, Singapore 1.

SWEDEN—Hand tools and hand tool sets. Anglo Nordic Co. AB, (wholesaler, sales agent), Sturegatan 1, Stockholm O. WTD 11/5/63.

Garden tools; hand tools; household hardware. AB Eskilstunamagasinet, (importer, sales agent), Bruksgatan 16, Eskilstuna.

Hand tools; padlocks; patent doorlocks; vises; spirit levels; steel tape measures. Einar Gyllenhammar & Co. AB, (importer, sales agent), Tegnerlunden 14, Stockholm Va.

Hand tools, implements; various types. Stenlunds Järnvaru AB, (importer), Söder Mälarstrand 21, Stockholm.

343 Heating Apparatus, Plumbing Fixtures

See also SPECIAL TRADE LEADS on page 27.

NETHERLANDS—All sorts of natural gas appliances, equipment, automatic controls for these appliances. Direct purchase and agency. N.V. Internationale Technische Handelsonderneming "Itho-Schiedam", 36 Westvest, Schiedam. WTD 11/1/63.

SPAIN—Burners, fuel oil, for heating apartment buildings. Direct purchase and agency. Instalaciones Petroliferas Iglesias (importer, agent), Fuenterrabia 4, Madrid (7). WTD 12/6/63.

SWEDEN—Oil burners, industrial heating equipment, ventilating equipment. Anglo Nordic Co. AB, (wholesaler, sales agent), Sturegatan 1, Stockholm O. WTD 11/5/63.

344 Fabricated Structural Metal Products

● **BURMA**—Supply four storage tanks, mild steel, electrically welded, 8′-6″ diameter (2,500 mm) x 31′-9″ (9,680 mm) long, capacity 10,000 imperial gallons (45,000 liters) with manhole, pressure and 4″ vacuum relief valve and suction pump. Tender No. 594/91/FP, bid deadline not stated. The Controller of Stores, Office of the Controller of Stores, Burma Railways, Botataung, Rangoon.★ (Telephone: 202-WO 7-4242).

FRANCE—Prefabricated metal houses. Requests replies in French. Direct purchase and agency. Claude Half, (importer, dealer), 54 boulevard de la Saussaye, Neuilly-sur-Seine (Seine). WTD 6/8/62.

■ **INDIA**—Design, fabrication and supply of 4′ x 5′ high pressure slide gates, palisade type, for control, including body, bonnet covers, hoists, all pipings, valves, controls, auxiliary equipments, erection tools and tackles, with spare parts, 2 each; same, for use as emergency gates, 2 each. Ref. No. D/ENQ/841. Tender No. S/PROJ/3193-P/KSEB/S. Gates/VA, tender fee, not refundable, $12.60 each. Loan No. 386/H/061 (AID Loan No. 34). U.S. source. Bid deadline January 24. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-516.

345 Screw Machine Products, Related Items

FRANCE—Bolts, nuts, related articles of a novelty character. Societe Visserie Boulonnerie Japy, (manufacturer), 40 Ave. Hoche, Paris 8e. WTD 12/6/63.

■ **PAKISTAN**—Screw wood with gimlet point steel galvanized, counter sunk head conforming to Fed. Spec. No. FF-S-111b and FF-@-111b (Ind. & And-2), McMaster Carr Supply Co. Cat. No. 64. Tender No. 214(Commodity AID/63 391-H-066(M)P8. Bid deadline February 1. Loan No. 391-H-066. U.S. source. Government of Pakistan, Chief Controller of Purchase, Pakistan Western Railway, Lahore. IL No. 232999. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 East 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-517.

■ **TURKEY**—8 x ½″ "A" pan head cross-recessed head self-tapping sheet metal screw, made of stainless steel 430, same hexagon washer head, of zinc plated hardened steel; 6 x ⅜″ hexagon washer head tapping screw, B-F, large quantities. Import License No. 839. Quotation date January 20. Arcelik A.S. Sutluce, Karaagac, caddesi No. 2-4 Halicioglu, Istanbul. SBC-515.★

346 Metal Stampings

FRANCE—Kitchen, restaurant supplies such as tinware, stainless steel cooking utensils for hotels, other institutions. Direct purchase and agency. Maison Labesse, (manufacturer), 25 rue du Moulin Joly, Paris 11e. WTD 12/4/63.

NETHERLANDS—All types of household articles, kitchen gadgets, mechanical, nonmechanical. Direct purchase and exclusive agency. Praktix Mfg. Co., (sales agent), 82 Pieter de Hoochstraat, Amsterdam; or: Mr. Phil. A. van der Stam, Praktix Mfg. Co., 308 Knickerbocker Rd. (P.O. Box 125), Dumont, New Jersey, U.S.A.

NIGERIA—Vitreous enameled cooking, kitchen utensils. Rafiu Osinubi & Sons Trading Co., (importer, wholesaler), 48, Nnamdi Azikiwe St., P.O. Box 1004, Lagos. WTD 12/2/63.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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349 Fabricated Metal Products

FRANCE—Joints, springs. Dufour Père & Fils, (manufacturer, importer, dealer), 11 rue Neuve de Villiers, Levallois-Perret (Seine). WTD 8/8/63.

■ **PAKISTAN**—24 drawer metal units, 50, 5½″ wide x 17″, to include 5,000 metal drawer dividers; same but 18 drawer units, 5½″ x 2¾″ x 17″ long, 7,300 dividers, 125; same, 12 drawer units, 11″ x 2″ x 17″, 1,600 metal dividers, 50; bases, metal for drawer units to raise bottom drawer of stack 6″ off floor and provide positive interlock as between drawer sections. Control No. 1214A.

■ Metal shelf boxes approx. 5½″ wide x 4¾″ high x 18″ deep, with upward extension of rear to catch on shelf above and prevent accidental box removal from shelf, 1,100 metal box dividers, 300; metal shelf boxes, same but 11½″ wide x 4¾″ high x 18″ deep, 700 metal box dividers, 200; metal tool storage units, 6 sloping shelves, 10 dividers per shelf. Include 15 bin shelf units, size 3 ft. x 7 ft. x 1½ ft. deep. Control No. 1214B.

Both the above are for Loan No. 170. U.S. source. Bid deadline January 31. WAH Factories Project, Government of Pakistan, WAH Cantt., West. Inquiries concerning the above items may be directed to: Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy, Director of General Management Consultation. SBC-64-1.★

UGANDA—Heat-sealing moisture-proof aluminum foil wrappers for package. Mukisa Biscuit Mfg. Co. Ltd., (importer), P.O. box 1957, Kampala. WTD 12/18/63.

351 Engines, Turbines

SWEDEN—Diesel engine parts, accessories, equipment. AB Svediesel, (wholesaler, sales agent), Drottningholmsvägen 10, Stockholm K.

352 Farm Machinery

● **CHILE**—Irrigation sprayer system. Bid deadline February 29. Sub-Secretary of the Ministry of Interior, Palacio de la Moneda, Santiago. Bidder(s) must be legally represented in Chile. Specifications in Spanish.★ (Telephone: 202-WO 7-4319).

■ **INDIA**—Equipment for two raw mill storage silos; equipment for 4 homogenizing silos; automatic silo control equipment; cut-off valves for homogenizing silos; high pressure fans; bag type filters with mechanical scavenge device. Ref. No. 4(285)/62-AID-II. IL No. P/CG/2040146/R/DL/18/C/H/18/CG.III. Loan No. 386-A-032(DLF Loan No. 157). U.S. source. Quotation date February 7. Saurashtra Cement & Chemical Industries, Ltd., Ranavav 2 (Dist. Junagadh), Gujarat. Cable: Success Ranavav, Gujarat. SBC-521.★

NETHERLANDS—Agricultural tractors, Han-

del Mij. N.V. De Zeeuw N.V., Graftermeerstraat, Industrieterrein, Hoofddorp, Haarlemmermeer. WTD 12/5/63.

353 Construction Machinery

ARGENTINA—Portable asphalt plants and mixers; requests replies from manufacturers only in Spanish. Ing. Rodolfo J. Cornero, Director de Obras de Mejoramiento, Dirección Provincial de Vialidad, Palacio Municipal, 8° piso, Santa Fe, Province of Santa Fe.

■ **INDIA**—Crawler tractors, 220-240 cyd. H.P., 22 each; motorized scrapers, 24-28 cyd. capacity, 10 each; bottom dumpers, 53-63 tons, 25 each; rock rake with tractor, 2; 7 cu. yd. diesel electric dragline; belt loaders, 2 each. Ref. No. D/ENQ/850. S/Project/3155-P/3200-P/3204-P/1, tender fee $2.10 each. Loan No. 386-H-082. U.S. source. Quotation date January 24. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachuetts Ave., NW., Washington, D.C. 20008. SBC-516.

● One 30-ton capacity bottom dump off-highway hauler; one 12-ton mobile crane; one 5-ton mobile crane. Bid deadline January 24. Executive Engineer, Hydro Electric Division No. 1, Central Designs Organization Bldg., Jamshedji Tata Rd., Bombay 1. Tender forms available from Executive Engineer at cost, $4.20 plus $3.15 postage per set.

■ Diesel engine driven pay loaders with bucket capacity of 2½ cu. yd., 2 each. Tender notice No. PB/1356/63/VKV. Loan No. 386-A-035 (A.I.D. No. 162). U.S. source. Quotation date February 14. The Fertilizer Corp. of India, Ltd., Trombay Division, Mr. R. Prasad, Purchase Officer, Administrative Bldg., Marvali, Chembur Bombay 74 (AS), where tender specifications may be obtained on payment of $1.05 per set, non-refundable, by crossed postal order drawn in favor of the Chief Finance and Accounts Officer. When making requests for tender sets, accredited representatives must mention the name of their principals and submit documentary evidence in support. Tenders will be available for sale up to February 4. SBC-526.

■ Overhead travelling crane, complete, electric current 400V, 3 phase, 50 cycle, capacity 15/5 tons, with auxiliary hook of 5 tons span 18.2 m. capacity; overhead travelling crane, complete electrically operated capacity 5 tons span, 18.2 m.; same, except, 3 tons. Import license No. P/CG/2040259/R/DL/18/C/H/C.G. IV. Ref. No. 20(65)/63-AID.II. Loan No. 386-A-032. (A.I.D. Loan No. 157). U.S. source. Quotation date February 10; cif Calcutta/Bombay. M/s Modi Sugar Mills Ltd., Modinagar, U.P. Cable: MODIND, Modinagar. SBC-525.

NETHERLANDS—Lifting apparatus, all types. Requests replies from manufacturers only. N.V. Technische Industrie-en Handelsvennootschap "Tinag," (importer, wholesaler, agent), 4 Stadhoudersweg, Rotterdam.

■ **PAKISTAN**—Heavy duty tractor shovels, 2 cu. yd., SAE rated, 2 each. Tender No. VA-3/I/L-066-68308/63, tender fee, not refundable, $2.10 each. Government of Pakistan Dept. of Investment Promotion & Supplies, Karachi. Loan No. 391-H-066. U.S. source. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 East 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-517.

SPAIN—Mining machinery, equipment, all kinds. Direct purchase and agency. J. Varela Hevia, (importer, wholesaler, retailer, commission merchant, consulting engineer), Marqués de San Esteban 14, Gijon, Oviedo.

SAUDI ARABIA—Road building, construction equipment; seeks offers cif Jidda. Ahmad & Mohammad Salih Ka'ki, (importer, wholesaler, retailer), P.O. Box 208, Riyadh. WTD 12/26/61.

SWEDEN—Transport equipment for lumber, woodworking industry. Stiabmaskiner AB, (wholesaler, sales agent), Fack, Stockholm 14. WTD 3/22/63.

Earth moving, construction machinery, equipment, power tools for building industry. Industrial Standard AB, (importer, wholesaler, sales agent), Skeppsbron 34, Stockholm C. WTD 7/15/63.

■ **THAILAND**—Motor graders, spare parts, 6 each. Invitation No. ND-DTEC-630. PIO/C No. 493-139-9-30356. U.S. source. Bid deadline January 30. Department of Technical & Economic Corp., Ministry of National Development, 962 Krung Kasem Rd., Bangkok. Cable: ITEC, Bangkok. Single copies of Complete Invitation to Bid are available from the Office of the Economic & Financial Counselor, Embassy of Thailand, 2490 Tracy Place, NW., Washington, D.C. SBC-64-1.

● **TURKEY**—Breaker jaws for cement mill stone crushers. Bid deadline January 20. Specifications in Turkish available from Turkiye Cimento Sanayii T.A.S., Genel Mudurlugu (Cement Industry Corp. of Turkey), Kavaklidere, Ankara. The price is TL 25.★ Telephone: 202-WO 7-4317).

354 Metalworking Machinery

FRANCE—All kinds of machine-tools, control and measuring equipment, rectifiers, drilling rigs, polishing mills, industrial pumps. Dufour Père & Fils, (manufacturer, importer, dealer), 11 rue Neuve de Villiers, Levallois-Perret (Seine). WTD 8/8/63.

■ **GREECE**—Portable electric tools, drills, Model 1903A, ⅜″, 1905A, 827A, ½″, vertical drill stands VDS-9, drill kits, disc sanders, oscillating sanders, power saws, radial arm saws, planers, display stands; cif Thessaloniki. Quotation date January 24. Koufopoulos & Karanikitas, Egnatia St. 17, Thessaloniki. Loan No. 240-H-028. U.S. source. SBC-518.

■ **INDIA**—Open gap hydraulic assembly press; machine to be standard single column floor mounting type, with slow forward (about 10 ft. min.) and rapid return arrangement for the ram, equipped with arrangement for operation by both hand and foot and to prevent ram rotation; table to have one T-slot running lengthwise. Capacity 8 tons; opening between ram and table, with ram in topmost position, 500 mm; maximum opening with ram down, 100 mm; front of table to column, 400 mm; length of table 450 mm. Loan No. 386-A-055 (AID Loan No. 217). U.S. source. Quotation date January 31. Ref. No. 63(233)/63-Aid I. IL No. AU/GL/MTC/36/DLF/217/962. Tata Inc., 425 Park Ave., New York, N.Y., Agents for Tata Engineering & Locomotive Co. Ltd., Bombay House, 24 Bruce St., Fort Bombay 1. Cable: TATAINC, New York. SBC-519.

■ Diamond cup type wheel for electrolytic grinding, 100 grit and concentration, 6″ dia. x ¾″ thick x 1¼″ bore x ¾″ rim width, ⅛″ depth of abrasive, 2 Nos.; diamond chip breaker wheel for same, ¼″ thick x⅛″ depth of abrasive, 3 Nos.; same, but ⅜″ thick, 3 Nos. Import license No. A.595750/61. Ref. No. 61(1)/62-Aid(1). Loan No. 386-A-055 (AID Loan No. 217). U.S. source. Quotation date January 31. Mahindra & Mahindra Ltd., Gateway Bldg., Apollo Bunder, Bombay 1. Cable: JEEPS, Bombay. SBC-525.

MOROCCO—Machine tools for metalworking: parallel lathes for work pieces up to 2 meters and up to 6 meters in length; planing machine, 1.50 meters between columns, 6 meter travel; vertical lathe, diameter of face-plate 1 meter; hydraulic bending machine, 3,000 mm. x 12 mm.; guillotine shears, 3,000 mm. x 10 mm. Electrical requirements: 220/380 V., 3 phase, 50 cycle. Quotations cif Casablanca. Requests replies in French. Ateliers Gallinari, (machine shop), Boulevard des Almohades, Casablanca.

■ **PAKISTAN**—Drills, hand reamers, machine reamers, taps and dies, hand, die heads and chasers, drill chucks and sockets, reducing sockets, milling cutters, punches, spanners, files and rasps, micrometer, venier gauges and calipers, thickness gauges, screw gauges, various types and sizes, approx. $6,000. Interested suppliers are requested to furnish catalogs, brochures and price lists covering items to M/s Pak Elektron Ltd., P.O. Box No. 524, Ferozepur Rd., Lahore. Cable: PELEKTRON. IL No. 232941. Loan No. 391-H-056. U.S. source. SBC-523.

■ Machine and hand tools, such as hack saws, saw blades, files, 34 items, various quantities. Tender No. 214 (Commodity AID/63)391-H-066(D)/P-3. Bid deadline January 25. Loan No. 391-H-066. U.S. source. Government of Pakistan, Chief Controller of Purchase, Pakistan Western Railway, Lahore. Import License No. 232999. Detailed specifications and changes in original tender may be obtained from the Consulate General of Pakistan, 12 East 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-517.

SPAIN—Machine tools; other metalworking machinery, equipment. Direct purchase and agency. J. Varela Hevia, (importer, wholesaler, retailer, commission merchant, consulting engineer), Marqués de San Esteban 14, Gijon, Oviedo.

SWEDEN—Power-driven machine tools, hand tools. S. Bjorklund & Co. AB, (distributor), Hagagatan 31, Stockholm Va.

Power-driven machine, hand tools. AB Bonthron & Ewing, (wholesaler, sales agent), P.O. Box 632, Stockholm 1.

Power-driven machine tools, hand tools. Schuchardt & Schutte AB, (wholesaler, sales agent), Fack 8, Stockholm 23. WTD 8/27/62.

Machine tools, various types. AB P. Landgren, (wholesaler, sales agent), P.O. Box 3107, Stockholm 3. WTD 8/21/62.

Bench, turret lathes; other machine tools. Maskinfirman Rebenko AB, (wholesaler, sales agent), Friherregatan 36, Vällingby. WTD 7/24/61.

Power-driven machine tools, hand tools. AB Servus, (wholesaler, sales agent), P.O. Box 80, Solna 1. WTD 5/3/63.

Power-driven machine tools, hand tools. John Wilhelmson Maskinfirma AB, (wholesaler, sales agent), P.O. Box 2141, Stockholm 2. WTD 8/21/62.

355 Special Industry Machinery

See also SPECIAL TRADE LEADS on page 27.

AUSTRALIA—Packaging machinery for balls, rolls, or loose popcorn; to be used by commercial pop-corn firm. Queensland Buyers & Packers, 266 Stanley St., South Brisbane, Queensland. WTD 12/5/63.

Machinery to make finger-nail files. Machinery to make nylon and cotton wrist watch

bands. All the machinery required to establish an automated fishhook manufacturing plant. Machinery to make and package candles; colored, white, 14", 12", 10", and novelty shapes. Machinery for making and packaging spaghetti, macaroni, vermicelli. Prefers integrated combination to mix, shape, package. Mr. J. J. Waterford, Colonial Transport Acceptance Ltd., (manufacturer), P.O. Box 143, Surfers Paradise, Queensland. WTD 12/18/63.

Grit blasting equipment for removing mill scale and rust from steel prior to painting. Specifications: 2-operator equipment; minimum nozzle dia. 5/16"; min. capacity 100 sq. ft. per nozzle per hour; to operate on floor area 60 feet by 20 feet. Quotations to include all ancillary equipment. Attn. Albert Reed Commonwealth Engineering Pty. Ltd., (Qld), (manufacturer), 113 Evans Rd., Rocklea, Brisbane, Queensland. WTD 9/30/63.

Packaging machinery to wrap, pack, and tie furniture at furniture factory. Should be able to take furniture at end of assembly line and completely prepare for shipment. Machinery for spraying removable plastic coat on furniture to protect it in shipment. Mr. R. A. Cameron, Carricks Ltd. (manufacturer, wholesaler), 496 Sherwood Rd., Sherwood, Brisbane, Queensland. WTD 4/17/63.

Special machinery for the production of party snacks from corn. Presses or forms to press popcorn in wafers 2½" diameter and 1" thick. Capability of 600 per minute. Commercial pop-corn poppers to make pop-corn in large quantities. Queensland Buyers and Packers, (manufacturers), 266 Stanley St., South Brisbane, Queensland. WTD 12/5/63.

BRAZIL—Plant for treatment of milk for domestic consumption, with annexed production of cream, butter, yogurt, cocoa milk, condensed milk, cottage cheese. The following daily production program is desired: treatment of 14,000 to 21,000 liters milk for consumption; 1,000 to 1,500 liters, cocoa milk; 1,850 to 2,775 liters, curdled milk; 1,000 to 1,500 liters, yogurt; 850 to 1,275 liters, butter; 500 to 750 liters malted milk; 200 to 300 liters, cream for consumption; 100 to 150 liters, whipped cream. 90% in liter bottles, 10% in big tins. Distribution of cream, yogurt, cocoa milk, malted milk in ⅕ liter bottles; butter in 125-250 gram packages, with a milk supply from within a range of 150 kilometers; requests replies in Portuguese or Spanish. Usina de Pasteurizacao de Leite de Londrina S/A., Rua Voluntarios da Patria 475, 13th Floor, Curitiba, Parana. WTD 11/21/63.

CAMBODIA—Machinery to produce electric light bulbs; requests brochures, price quotations. Mr. Luu Tong Tru, Moha Prophop Co., Ltd., 126 Vithei Oknha In, Phnom Penh. WTD 12/9/63.

● **CEYLON**—Two portable sawmills and trailers. Saws to 50", logs up to 20' long. Deadline February 18. Ministry of Land, Irrigation & Power, Colombo. Copies of tender are available from the Commercial Secretary, Embassy of Ceylon, Washington, D.C.

■ **CHINA**—Polystyrene plant of continuous block or mass process capacity, including 6 items of main equipment; phenol-formaldehyde continuous moulding powder producing plant, capacity 60 m.t. per month, including wood preparation machine, simple ribbon blender, continuous producing plant. All motors to be totally enclosed, explosion proof, 220 volts, 3-phase, 60 cycle. Loan No. 113. World wide (899). Quotation date January 25. China Development Corp., on behalf of, Tai Ta Chemical Co., Ltd., Taipei, Taiwan. SBC-522.

CONGO—Machinery for pasteurized blended fondue cheese making in small quantities. Machinery for making butter in small quantity. Saw-mill capacity 5 to 10 cubic meter per hour. Requests price quotations on materials for entire installations. Etablissements REIS, (import, export), Marques Dos Reis Alberto, B.P. 8346 Leopoldville. WTD 6/19/63.

ENGLAND—Plastic vacuum and pressure forming machinery and other forming and/or moulding machinery for high speed production of packaging items. Direct purchase and agency. B.L. Engineering Ltd., (sales agent), Ling House, 10-13 Dominion St., London, E.C.2. WTD 12/4/63.

Machinery for chemical manufacturing industries; plastics-working and rubber-processing. Direct purchase and agency. Leslie Valiant, 42 Fairfield Drive, Tynemouth, Northumberland. WTD 12/6/63.

FRANCE—Machinery and equipment for manufacture of boots, shoes, boudoir slippers, including cutters, stitchers, shoe cementers, staplers, eyelet setters of modern types. Requests replies with descriptive literature and price lists from manufacturers only. La Guetre Moderne, (manufacturers, exporters), Route de Versillat, La Souterraine, Creuse. WTD 12/10/62.

Machines for use in canning vegetables, meats. Requests replies in French. Ets. Jean Henaff, (manufacturer), Pouldreuzic (Finistere).

Automatic machine for the fabrication of French "Dauphine" potatoes, similar to doughnut-making machine; requests replies in French. Finglouton, (manufacturer), 6/8 Chemin de la Gare, Rungis (Seine).

All kinds of machine-tools, control and measuring equipment, grinders, drilling rigs, polishing mills, industrial pumps. Dufour Père & Fils, (manufacturer, importer, dealer), 11 rue Neuve de Villiers, Levallois-Perret (Seine). WTD 8/8/63.

HONDURAS—Automatic machine for producing cooling, packaging crackers, biscuits. Jorge D. Mitry, (manufacturer), Panificadora, Reposteria y Galleteria "Bambino", S. de R. L. de C. V., Ave. Jerez, Mercado Los Dolores, Casa 507, Tegucigalpa.

Automatic machines for manufacturing metal slide fasteners, for a new plant to be installed. Bazar Touche (Mr. Salvador Touche), (importer, wholesaler, retailer), Mercado Los Dolores, Tegucigalpa.

INDIA—Equipment for production of shipping containers consisting of laminating, printing, box making, stitching machinery. A copy of the type machinery desired is available on a loan basis from the Trade Opportunities Staff, BDSA-111, Room 4203, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-4674. Jaydip Paper Industries, (manufacturer), Sambava Chambers, Sir Phirozshah Mehta Rd., Bombay 1. WTD 11/8/62.

NEPAL—Brick making machinery; complete plant to produce 30,000 bricks, 9"x5"; each in size, per 8-hr. day. Catalogues, quotations cif Calcutta desired. Mr. Jit Bir Singh (manufacturer), Kaeganani, Patan.

■ **PAKISTAN**—Cold rolling mill 8-inch, two high mill, capable of cold rolling 70 cu.-30 zn. brass strips from max. .07 inch to .008 inch thick to a high degree of precision. Control No. 846.

■ Cold rolling mill, 8 inch, 4 high, capable of rolling 70 cu-30 zn. brass sheets, 24" wide from 0.20 inches downward, and of cold rolling 16" wide 70-30 brass strips in two passes from .70" thickness to .520" finished size and 16" wide strips in two passes from .960" to .750" finished size. Control No. 845.

■ Precision boring and milling machine, 3" dia. spindle bar, 40"x72" table with automatic positioning work height 48", complete with all accessories and electrical controls. Separate quotations requested on all extra accessories. Control No. 551R.

■ 9 to 11" engine or tool room lathes, 4 each, floor type, quick change gear box, screw cutting, hardened ways, tapered or camlock spindle nose, accessories. Control No. 536.

All the above are for loan No. 170. U.S. source. Bid deadline January 31. WAH Factories Project, Government of Pakistan, WAH Cantt., West. Inquiries may be directed to Ebasco Services, Inc., 2 Rector St., New York, N.Y., Attn: J.D. Cassidy, Director of General Management Consultation. SBC-64-1.

SOUTH AFRICA—Machines for manufacture of polyester staple buttons; requests replies from manufacturers only. African Consolidated Agencies (Pty.) Ltd., (importer, distributor, manufacturer, agent), 44 Commercial St., P.O. Box 787, Cape Town.

SPAIN—Woodworking machinery, except home workshop types. Direct purchase and agency. J. Varela Hevia, (importer, wholesaler, retailer, commission merchant, consulting engineer), Marques de San Esteban 14, Gijon, Oviedo.

SWEDEN—Machinery and supplies for printing, bookbinding, graphic arts industries. AB Vilhelm Johnsen, (wholesaler), Tunnelgatan 14, Stockholm 3. WTD 11/21/63.

Ammunition loading machinery. Vapentjanst, (wholesaler, retailer), Brotorpsvagen 46, Spanga. WTD 4/3/63.

Book printing presses; printing trade equipment; machines for making paper boxes. Direct prchase and exclusive agency. AB Junger & Junger, (agent, wholesaler), Box 14026, Göteborg 14.

Woodworking machinery, tools. Stiabmaskiner AB, (wholesaler, sales agent), Fack, Stockholm 14. WTD 3/22/63.

Knitting machines; other textile machines. P.A. Enhörning & Co., (wholesaler, sales agent), P.O. Box 3066, Norrköping.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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356 General Industrial Machinery

● **BURMA**—Rams, hydraulic, 4 each, capacity 24,000 gallons per 24 hours, max. lift 350 ft. Tender No. DPES 16/64, bid deadline, January 25. The Director of Procurement, Revolutionary Government of the Union of Burma, Defense Dept., Rangoon.★ (Telephone: 202-WO 7-5589).

● **EL SALVADOR**—Pumps, two turbine and two centrifuge complete with control switches and accessories. Tender No. IM 35/63 bid deadline January 30, Tender No. IM 38/63 bid deadline February 4, Tender No. IM 39/63 bid deadline February 5, Tender No. IM 40/63 bid deadline February 6. Admin-

istration Nacional De Acueductos y Alcantarillados (ANDA) San Salvador.★ (Telephone: 202-WO 7-5589).

ENGLAND—Fans; blowers; portable exhausters; air turbine fans; dehumidifiers, refrigeration type; domestic and industrial dust extraction equipment; small machines for civil engineering and building trades. Agency and direct purchase. O.N. Beck & Co., (manufacturer, sales agent), 30 West End Lane, London, N.W.6. WTD 12/5/63.

FRANCE—Pumping, drilling units for mining prospecting; universal industrial joints. Dufour Père & Fils, (manufacturer, importer, dealer), 11 rue Neuve de Villiers, Levallois-Perret (Seine). WTD 8/8/63.

GERMANY—Ventilation, heating units for hospitals. Direct purchase and/or agency. Requests replies in German. Gesundheits-, Waerme, und Lueftungstechnik H. Riedle GmbH., (wholesaler, retailer), Karl von Lindestrasse 10, 62 Wiesbaden.

■ **GREECE**—Automatic winders, complete with belt driven unwind, spreader bar, clean-cut perforator, winding assembly, breaker bar, automatic stripper, dancer controlled web tension control, all other standard features, without motor drive and wiring for motor, equipped with automatic core loader, mount hope roll, central lubrication, wad catcher, web break detector, $110,000. Bid quotation date January 24. Athens Papermill Co., Ltd., 10, Thesseus St., Athens; cif Loan No. 240-H-028. SBC-518.

INDIA—One or two electric furnaces required for expansion of the existing production capacity of pig iron. Additional information may be obtained from the Metalworking Division, BDSA-324, Room 4208, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO-7-2723. The General Manager, Planning & Development. The Mysore Iron & Steel Ltd., Bhadravati, Mysore.

■ Sealed type compressors, ¾, 1. 1½, 1¾ h.p., total 312 pcs. Ref. No. 65(176)/62-Aid (1). IL No. A.588052/61. Loan No. 386-A-055 (DLF Loan No. 217). U.S. source. Quotation date January 31. Sur Industries Private Ltd., 163 Lower Circular Rd., Calcutta 13. SBC-521.★

■ Fire pumps, accessories, 2 each. Ref. No. D/ENQ/849. Tender No. Project/3159-P/Talcher/Fire Pumps/VA, tender fee, not refundable, $3.50 each. Loan No. 386-A-044 (DLF Loan No. 190). U.S. source. Bid deadline January 29. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-516.

● **IRAN**—Components and parts for arc melting furnaces. Tender No. 42/601, bid deadline January 25. The Iranian State Railways, Purchasing Dept., Maydane Rah-ahan, Tehran. Applicants may obtain the technical specifications and general conditions directly from the Purchasing Dept, Iranian State Railways, against payment of Rials 100 ($1.33).

NETHERLANDS—Pumps, industrial, all types. Requests replies from manufacturers only. Direct purchase and/or agency (exclusive). Machinefabriek Wisseborn, (manufacturer, importer, exporter, agent), 5 Zwanensteeg, Enschede.

Hydraulic, pneumatic electric pumps, all types. Requests replies from manufacturers only. N.V. Technische Industrie-en Handelsvennootschap Tinag, (importer, wholesaler, agent), 4, Stadhoudersweg, Rotterdam.

NEW ZEALAND—Filter equipment for purifying domestic drinking water with a filter cartridge; water filter equipment for industrial requirements. Direct purchase and agency. J. K. Bailie and Co. Ltd., (importer, wholesaler, mechant, factory representative), 169 Taranaki St., Wellington, C.3.

NORTHERN IRELAND—Machines for polishing tiles after they have been put in place; prices cif Belfast. F. B. McKee & Co. Ltd., (contractors), 9 Shore Rd., Belfast 15.

NORWAY—Pumps for ships: oil cargo pumps, cooling water pumps for diesel engines, feed water pumps for ship boilers, other pumps for ships. Direct purchase and agency. A/S Norske Telektron, (distributor, manufacturer, manufacturers' agent), 126 Drammensveien, Oslo. WTD 12/3/63.

SWEDEN—Ball bearings for rollers, wheels in conveyor belt systems. AB Maskin-Tellus, (manufacturer, wholesaler), Vallentuna. WTD 8/23/62.

Pumps, fittings, equipment for handling and distribution of petroleum products. AB Rune Nordstrand, (importer, exporter), Garvar Lundins Grand 2, Stockholm K. WTD 9/20/63.

Packings, industrial; insulating materials, insulating tape. Anglo Nordic Co. AB, (wholesaler, sales agent), Sturegatan 1, Stockholm O. WTD 11/5/63.

Labeling, price marking, packaging machines and supplies. Direct purchase and agency. Handels- och Agenturfirma G. Gordon AB (wholesaler, sales agent), Landsvagen 47, Sundbyberg. WTD 12/4/63.

Refrigeration systems, components, accessories. AB Celer, (wholesaler, sales agent), Fack, Stockholm 26.

357 Office, Computing, Accounting Machines

JAPAN—Machines for washing coins and wrapping paper currency. Toyo Machinery Co., Ltd., (wholesaler), 8 Kanda Motosakuma-cho, Chiyoda-ku, Tokyo.

NETHERLANDS—Office equipment, small office machines. Direct purchase and agency. Vanriel's Handelsonderneming, (importer, wholesaler), 64 Bergweg, Rotterdam.

Duplicating machines, spirit. Direct purchase and exclusive agency. Low-priced folding machines, envelope sealers, easy selling related articles which require little or no servicing. Direct purchase and exclusive agency. Handelsonderneming C.F. Rang, (sales agent), 16 Waldeck Pyrmontlaan, Amsterdam.

SPAIN—Automatic scales capable of weighing up to 10-15 kilograms with 5-10 gram graduations. Direct purchase and agency. Hermanos Garcia Alvarez, S.R.C., (importer, wholesaler, commission merchant), Calle Campomanes No. 10, Oviedo.

SWEDEN—Office machines in general. Bertil Stenbeck AB, (distributor), Norr Malarstrand 78, Stockholm K.

Electronic data processing machines, equipment. AB Morner & Wallin, (wholesaler, sales agent), Sveavagen 17, Stockholm C. WTD 7/31/63.

358 Service Industry Machines

BELGIUM—Importer/distributor who wishes to set up coin-operated laundry machine enterprises in Antwerp requests offers from manufacturers in the U.S. of the latest machines, will also consider any offers for distributing of such machines in Benelux or a franchise agreement. Paul Belien, (importer, distributor), Quinten Matsyslei 22, Antwerp.

DUBAI—Air conditioning units, complete: domestic and industrial; refrigerators and equipment; washing machines. Mohamed Bin Hassan Bin Alshaikh, (importer, retailer), P.O. box 1042, Dubai, Trucial States. WTD 11/10/63.

ENGLAND—Portable room air conditioners, heaters, coolers. Agency and direct purchase for distribution in Italy. C. Phillips, Jones and Co. Ltd., Dorchester-on-Thames, Oxford. WTD 5/22/63.

FRANCE—Machines: dry cleaning; vending; commercial washing. "Safe" Service Automatique France Europe, 28 rue Darcet, Paris 17e. WTD 12/6/63.

Commercial electric cooking equipment, parts, attachments, for hotels and other institutional groups. Direct purchase and agency. Maison Labesse, 25 rue du Moulin Joly, Paris 11e. WTD 12/4/63.

GERMANY—Special machines, materials for commercial water cleaning, purifying. Requests replies in German. Maret & Lietz Gesellschaft fuer Wasseraufbereitung, (manufacturer), Saarwellingen, Saar.

■ **GREECE**—Refrigeration condensing units from ⅓ to 3 h.p., $100,000. Electrorefrigeration, S.A., 79, Iera Odos, Athens 301. Quotation date January 27. Loan No. 240-H-028. U.S. source. SBC-518.

● **IRAN**—Washing machine for linen cloth, 1 set; capacity 200-220 kilos. Tender No. 42/623, bid deadline February 24. The Iranian State Railways, Purchasing Dept., Maydane Rahahan, Tehran.★ (Telephone: 202-WO 7-3518).

IRAQ—Packaged room air conditioners; available current 230 v., 50 cycle, single phase. Direct purchase and agency. Abdul Massih E. Jwaideh, (importer, wholesaler, agent), 85N1, Sa'doun St., Baghdad. WTD 10/25/62.

NETHERLANDS — Commercial cooking equipment, such as grills, barbecues for hotels and restaurants; requests replies from manufacturers only. Direct purchase and/or exclusive agency. Machinefabriek Wisseborn, (manufacturer, importer, exporter, agent), 5 Zwanensteeg, Enschede.

Glass cooling equipment installed in drawer of bar (counter); commercial cooking equipment used in hotels and restaurants, such as coffee makers, food warming equipment. Direct purchase and agency. Montaigne, (importer), 110 Tuinbouwstraat, Amsterdam.

■ **NIGERIA**—3 hp., 60 cycle condensing unit, 230 volt, 50 cycle ballasts; PFC 330 outside condenser with rack and fan; PS 2030 pressure stabilizer; 230 volt, 50 cycle ballasts as extras, 4; fluorescent tubes, V.H.O., 8' long as extras, 12; exterior mounted temperature and relative humidity recorder; temperature programmer; humidifying system; observatory window. Catalog Nos. from Scherer-Gillett Co., for reference. Quotation No. 5644. Bid deadline January 20. Contract between Michigan State University and University of Nigeria. College of Agriculture, Nsukka, Eastern Nigeria. U.S. source. Interested bidders may obtain copies of specifications and other information from Purchasing Dept., Michigan State University, 210 Miles Bldg., 1405 S. Harrison Rd., East Lansing, Michigan, Attn:

Richard P. Kasuba, Assistant Purchasing Agent, where quotations are to be submitted on the basis of fob International Port Facilities, Attn: Charles Hulbert, Bldg. 202D, Port Newark, New Jersey, SBC-518.

■ **PAKISTAN**—Refrigerators, 9 cu. ft., 10 ea.; chest type freezers, min. 18 cu. ft., 4 ea.; hot water boilers, 20/25 gal. capacity, 10; Pettibone Mercury pneumatic tired gas powered Farbs truck, model G-15 or similar; 10% spares of value of hot water boilers. Loan No. 391-H-066. U.S. source. Bid deadline January 20. Tender No. VA-3/L-066/68107/4/63. Government of Pakistan, Dept. of Investment Promotion & Supplies (V&A Directorate), Karachi. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 East 65th St., New York, N.Y., Attn. Mrs. Caparelli. SBC-519.

■ Window air conditioners, 64 each. Tender No. VA-3/I/L-066/68180/63. Tender fee, not refundable, $2.10 each. Bid deadline January 21. Loan No. 391-H-066. U.S. source. Government of Pakistan, Dept. of Investment Promotion & Supplies, Karachi. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 East 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-517.

SINGAPORE—Portable air conditioners; importer, exporter, wholesaler requests replies from suppliers with price quotations cif Singapore. Prices must be competitive. Agency purchase. Telelectric Co. Ltd., (importer, exporter, wholesaler), 2nd Floor, Rm. 208-A, 6 Cecil St., P.O. Box 2883, Singapore 1.

SPAIN—Gasoline dispensing pumps, computing and non-computing types, for filling station use; related equipment and machinery. Direct purchase and agency. Instalaciones Petroliferas Iglesias, (importer, agent), Fuenterrabía 4, Madrid (7). WTD 12/6/63.

359 Machinery

NETHERLANDS—Cylinders, hydraulic, air and oil. Requests replies from manufacturers only. Direct purchase and/or exclusive agency. Machinefabriek Wisseborn, (manufacturer, importer, exporter, agent), 5 Zwanensteeg, Enschede.

360 Electrical Machinery Supplies

SPAIN—Electrical equipment and supplies in general. District purchase and agency. Varela, Dominguez y Cia (importer, wholesaler, retailer, commission merchant), Marqués de San Esteban 15, Gijon, Oviedo.

361 Electrical Transmission, Distribution Equipment

● **PAKISTAN**—500 kva, indoor type transformers, 10, related equipment. Tender No. S-10/278(63-64), bid deadline January 20. The Director of Supply, Government of East Pakistan, EPIDC House, Motijheel Dacca, 2.★ (Telephone: 202-WO 7-4242).

SWEDEN—Electric, electronic test, measuring, monitoring instruments and equipment. Direct purchase and agency. AB Transfer, (wholesaler, sales agent), Box 57, Vallingby. WTD 9/18/63.

362 Electrical Industrial Apparatus

CAMBODIA—Two to five generator sets, low speed, diesel-engine driven, 2,000 to 3,000 KVA capacity each. Electricité du Cambodge (E.D.C.), 9 Vithei Santhor Mok, Phnom Penh.

FRANCE—Electrical industrial apparatus such as rectifiers, controls, brakes. Dufour Père & Fils, (manufacturer, importer, dealer), 11 rue Neuve de Villiers, Levallois-Perret (Seine). WTD 8/8/63.

Navy electrical equipment, such as a.c. general purpose controls. Direct purchase and agency. Ets. Aufray, (importer, dealer), Porte Océane Nord, Le Havre (Seine Maritime).

■ **GREECE**—Electric motors, ⅓, ½, ¾ and 1 h.p., $30,000. Quotation date January 27. Electrorefrigeration S.A., 79 Iera Odos, Athens 301. Loan No. 240-H-028. U.S. source. SBC-518.

■ Hard oak sleepers for use on standard gauge (1,435 m.) line, 7,000 pc.; hard oak sleepers for meter gauge line, 10,000 pc.; hard oak sleepers for use in bridges and switches of meter gauge line, 3,140 pc. Loan No. 240-H-028. U.S. source. Bid deadline January 28. Ref. No. 597. Hellenic State Railways, Head Office, Purchasing and Stores Dept., 34 Themistocleous St., Athens. Bids are solicited on a world wide basis. If the selected offer is from the U.S., it is expected that purchases will be financed by AID under the loan cited or with free dollars. SBC-519.

MALAYSIA—D.C. motors, 2 h.p., 24 v., speed range 1500-2000 rpm. James Warren & Co., Ltd., (importer, exporter, wholesaler), 3 Clarke St., P.O. Box 288, Kuala Lumpur. WTD 6/5/62.

■ **PAKISTAN**—Equipment for electric discharge machine, Control No. 575; 20,000 CFM propeller exhaust fans, external drive, high temperature bearings, No. 647; circular lifting magnet, No. 713; lighting system, No. 738; blower with motor and collector for dust, No. 741; stationary air compressor, No. 742. Loan No. 170. U.S. source. Bid deadline January 27. Chairman, P.O.F. Board, WAH Factories Project, Government of Pakistan, WAH Cantt., West, Attn: D.I.C.R. Detailed specifications may be obtained from EBASCO Services, Inc., 2 Rector St., New York, N.Y., Attn: J. D. Cassidy. SBC-523.

■ Welding sets, oil cooled A.C. transformer type for 2 operators, 12 sets, printing machines, 2 each. Tender No. 214 Commodity (AID/630391-H-066(L)P6), bid deadline January 30. Loan No. 391-H-066. U.S. source. Government of Pakistan, Chief Controller of Purchase, Pakistan Western Railway, Lahore. IL No. 232999. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 East 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-517.

● Supply four 400 amps motor generator sets complete with switchgear; Tender No. P3/HA/141/63, bid deadline January 21. Five 10 kw diesel generator sets; Tender No. P3/HA/140/63, bid deadline January 20. Four 20 kw diesel generator sets; Tender No. P3/HA/145/63, bid deadline January 18. Controller of Stores, Pakistan Eastern Railway Pahartali, Chittagong.★ (Telephone: 202-WO 7-4242).

SPAIN—Electric motors, generators, accessories, parts; industrial electrical control equipment. Direct purchase and agency. Varela, Dominguez y Cia., (importer, wholesaler, retailer, commission merchant), Marques de San Esteban 15, Gijon, Oviedo.

SWEDEN—Electrical controls for use in the manufacture of complete ventilating and air conditioning systems and driers, and in pneumatic tube conveyor systems. AB Svenska Flaktfabriken, (manufacturer), P.O. Box 20040, Stockholm 20. WTD 10/23/63.

363 Household Appliances

FRANCE—Built-in electric cookers, bakers, ranges, refrigerating cabinets for hotels and other institutions. Direct purchase and agency. Maison Lebesse, (manufacturer), 25 rue du Moulin Joly, Paris 11e. WTD 12/4/63.

Electrical household equipment: all kinds, including refrigerators, washing machines. Comptoir Electrique Forezien, (wholesaler, distributor), 51 rue du 11 Novembre, Saint-Etienne (Loire).

Household electrical equipment: all kinds, including refrigerators, television sets. Direct purchase and agency. G. Krampner, (wholesaler), 59 rue Louis Blanc, Lyon (Rhone).

● **IRAN**—Supply of 350 electric fans for use in compartments of passenger coaches; Tender No. 42/857-856, bid deadline January 28. The Iranian State Railways, Purchasing Dept., Maydane Rah-ahan, Tehran. (Telephone: 202-WO-7-5346).

IRAQ—Household refrigerators. Direct purchase and agency. Arabian Trading Co., W.L.L., (importer, wholesaler, retailer), P.O. Box 2024 South Gate, Abu Tammam St., Baghdad. WTD 11/27/63.

NETHERLANDS—Electrical household apparatus, articles; all types. Getraco Handelsonderneming, (importer, exporter, wholesaler, agent), 133 Essenburgsingel, Rotterdam-6.

NIGERIA—Household electrical appliances, such as irons, fans, kettles; designed or adapted for 230 volts AC, 50 cycles. Rafiu Osinubi & Sons Trading Co., (importer, wholesaler), 48, Nnamdi Azikiwe St., P.O. Box 1004, Lagos. WTD 12/2/63.

SWEDEN—Dishwashing machines, household; washing machines, domestic, electric, automatic, non-automatic; freezers, home. AB Calux, (manufacturer, sales agent), P.O. Box 3211, Stockholm 3. WTD 4/5/63.

Dishwashing machines; household thermo-electric refrigerators. AB Elektro-Gennel, (wholesaler, sales agent), Gunnelgatan 19 A, Stockholm C. WTD 4/2/63.

364 Electric Lighting, Wiring Equipment

AUSTRALIA—Light fittings. Mr. M. Klein, Mercury Trading Pty. Ltd., (importers, wholesalers, exporters), 11a Grosvenor St., Bondi Junction, N.S.W. WTD 7/25/63.

● **ECUADOR**—Conduit boxes, cast metal, hexagonal, 4″, 30,000; rectangular, 4″ x 2″, 45,000; Tender No. 9, bid deadline January 7. Banco Ecuatoriano de la Vivienda, Aptdo 3244, Quito.★ (Specifications in Spanish.) (Telephone: 202-WO7-4242).

SWEDEN—Electrical equipment for use in the manufacture of complete ventilating and air conditioning systems and driers; and in pneumatic tube conveyor systems. AB Svenska Flaktfabriken, (manufacturer), P.O. Box 20040, Stockholm 20. WTD 10/23/63.

■ **THAILAND**—Lightning arrestors, 500 each, distribution valve type, rated 9 KV for use on 12 KV solidly grounded neutral, 50 cycle distribution system; fuse cutouts, extra heavy duty design, single insulator, open type, drop out, rated 15 KV—100A, 2000 each. Invitation No. PDC-MEA-173. Loan No. 19. World wide (899). Purchase and Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. Bid deadline January 31. Single copies of complete invitation to bid are

available from the Office of the Economic & Financial Counselor, Embassy of Thailand, 2490 Tracy Place, NW., Washington, D.C. SBC-64-1.

365 Radio, Television Receiving Sets

DUBAI—Televisions. Mohamed Bin Hassan Bin Alshaikh, (importer, retailer), P.O. Box 1042, Dubai, Trucial States. WTD 11/10/63.

FRANCE—Television receiving sets. Direct purchase and agency. G. Krampner, (wholesaler), 59 rue Louis Blanc, Lyon (Rhone).

GERMANY—Phonograph records, pre-recorded taped music. Rudolph Erdmann K.G., (publisher, wholesaler), Adolfsallee 34, Wiesbaden. WTD 12/10/63.

SINGAPORE—Television receivers: sets should conform to CCIR 625 line system, adaptable to 230 volts, 50 cycle AC. Radios, electric current—230 volts, 50 cycle AC. Importer, exporter, wholesaler and retailer requests replies from manufacturers with price quotations cif Singapore. Prices must be competitive. Teck Seng Battery Service Ltd., 134/136 Victoria St., Singapore 7.

SWEDEN—Transistorized battery-operated record players; tape recorders; TV receivers; related equipment. AB Gylling & Co., (manufacturer, wholesaler, sales agent), Sjobjornsvagen 62, Stockholm-Grondal. WTD 7/16/63.

366 Communication Equipment

FRANCE—Electrical network accessories, connecting equipment. Direct purchase and agency. Seram—Societe d'Electricite, Radio, Aviation Mécanique, (manufacturer), 4 rue du R.P. Christian Hilbert, Asnieres (Seine). WTD 12/11/63.

● **MOROCCO**—Supply of 100 teletypewriters, 60 reperforators, and 60 automatic transmitters; also 5800 desk-type and 300 wall-type telephone receivers. Bid deadline March 14. Ministry of Posts, Telegraph & Telephones, Technical Services, Bureau 419, Rabat. Specifications in French.★ (Telephone: 202-WO-7-4823).

367 Electronic Components, Accessories

NETHERLANDS—Electronic components, transistors, diodes, high speed fuses, measuring and regulating equipment. Direct purchase and agency. Mulder-Hardenberg, (manufacturers' agent), 10 Michelangelostraat, Amsterdam. WTD 7/20/62.

SWEDEN—Electronic components, sub-assemblies, instruments. Aero Materiel AB, (manufacturer, importer), Grev Magnigatan 6, Stockholm O. WTD 3/28/63.

Electronic components, except resistors, capacitors, transistors. Direct purchase and agency. M. Stenhardt AB, (wholesaler, sales agent), Bjornsonsgatan 197, Bromma. WTD 4/22/63.

Electronic components and accessories; various types. AB Sveadiesel, (wholesaler, sales agent), Drottningholmsvägen 10, Stockholm K.

Electronic components, controls, for use in the manufacture of complete ventilating and air conditioning systems and driers; and in pneumatic tube conveyor systems. AB Svenska Flaktfabriken, (manufacturer), P.O. Box 20040, Stockholm 20. WTD 10/23/63.

Electronic components, sub-assemblies. Direct purchase and agency AB Transfer (wholesaler, sales agent), Box 57, Vallingby. WTD 9/18/63.

369 Electrical Machinery, Equipment, Supplies

FRANCE—Contact arms, breaker point, ignition distribution; other remote controls. Direct purchase and agency. Jean Chomat, Comptoir Electrique Foresien, (wholesaler, distributor), 51 rue du 11 Novembre, Saint-Etienne (Loire).

SWEDEN—Electromedical diagnostic, treatment apparatus. Hans Schröder AB, (wholesaler, sales agent), P.O. Box 70, Lidingö.

Parts, components, for use in the manufacture of complete ventilating and air conditioning systems and driers; and in pneumatic tube conveyor systems. AB Svenska Flaktfabriken, (manufacturer), P.O. Box 20040, Stockholm 20. WTD 10/23/63.

371 Motor Vehicles, Motor Vehicle Equipment

See also SPECIAL TRADE LEADS on page 27.

CANADA—Automotive accessories, engine additives, sprays, air fresheners, chamois, cleaners; small items of non-mechanical nature. Eric D. Greenlaw & Co. (manufacturers' Agent), 90 Keefer St., Vancouver 4, B.C. WTD 9/11/62.

■ **GUINEA**—Jeep wagoneers, approx. 30, 4-door standard, 6 cylinder, 4-wheel drive, including all standard equipment, plus oil bath cleaner, oil filter, heavy duty front and rear springs, positive crank case ventilation, rear view mirror, outside of driver's side, 7.5:1 compression ratio piston to adapt the cylinder engine for low octane gasoline, 60 amp. heavy duty battery and rust proofing, standard tires, unboxed, completely assembled on wheels, tires and tubes. Lot of spare parts for 2 years' normal operation. Cost of parts not to exceed 10% of fob cost of basic equipment. PA No. 675-901-321-3201. Quotation date January 20. Transmat B.P., 258, Conakry, where two copies of offers must be submitted. Two copies of offers also to be sent to the Embassy of Guinea, Commercial Section, 2112 LeRoy Place, NW., Washington, D.C. SBC-524.

■ **INDIA**—Motor vehicle parts, Universal joint cross with bearings, Jeep, 1200 pc.; voltage regulators. Dodge BIF. Jeep. CJ3B, Chevrolet and Viking. Ford V8 truck; carburetor assemblies, various number of pieces; c&f basis. Ref. No. 60(854)/63-082/Aid(1). Import License No. E. 100491/62. Loan No. 386-A-055 (DLF Loan No. 217). U.S. source. Quotation date January 31. A. R. Mukherji & Co., P-74 Bentinck St., Calcutta 1. Cable: PLEBISCITE, Calcutta. SBC-521.

■ Moog suspension parts; Borg Warner clutch plates and timing chains, airtex fuel pumps and diaphragm kits; Borg Warner International transmission gears; Wagner Electric Corp. Lockheed brake parts, all, or equivalents, for Studebaker, Willys Jeep, Dodge, Ford. Import license No. 0008152/R/DL/18/G/B/17-18. Ref. No. 60(793)/63-082/Aid(1). Loan No. 386-H-082. U.S. source. Quotation date February 6. French Motor Car Co., Ltd., 9/11, Hughes Rd., Bombay 26. SBC-526.★

NETHERLANDS—Automotive accessories, spare parts for European cars. Direct purchase and agency. N.V. Technische Handelsonderneming Dagvea (distributor), 9 Kleine Houtstraat, Haarlem. WTD 12/18/63.

NORWAY—Motor vehicle equipment such as mirrors, ash trays, seat covers, tarpaulins, cushions, wheel covers, whitewall trim, travel aids, waste containers, chrome moldings. Helgesen & Co., (mail order firm), 11 Tollbugaten, Oslo.

■ **PAKISTAN**—Storage batteries, 11 sets; battery charging rectifiers, 2 each. Tender No. 214(Commodity AID/63)391-H-066(A)P2. Bid deadline January 23.

■ Gould, or equal, batteries, various descriptions, 48 sets. Bid deadline February 1. Tender No. 214(Commodity AID/63)391-H-066(A/1)P1D.

■ Full voltage combination magnetic starters, 16 each; terminal boxes, indoor and outdoor types, 27 each; Megger or equal earth tester and insulation tester, 1 each; tee boxes, 17 each. Tender No. 214(Commodity AID/63)391-H-066(B)P2. Bid deadline January 23.

All the above are for Loan No. 391-H-066. U.S. source. Government of Pakistan, Chief Controller of Purchase, Pakistan Western Railway, Lahore. Import License No. 232999. Detailed specifications and changes in original tender may be obtained from the Consulate General of Pakistan, 12 East 65th St., New York, N.Y. Attn: Mrs. Caparelli. SBC-517.

SINGAPORE—Storage batteries, plates (automobile)—importer, exporter, wholesaler and retailer requests replies from manufacturers with price quotations cif Singapore. Prices must be competitive. Teck Seng Battery Service Ltd., 134/136 Victoria St., Singapore 7.

SPAIN—Wheel balancing, steering alignment equipment. Direct purchase and agency. Requests replies in Spanish. Dionisio Fernandez (importer, dealer, commission merchant), Santander.

Automotive replacement parts in general. Willing to provide ample showroom and service facilities. Direct purchase and agency. Auto-Recambios Echevarria, S.A., (importer, wholesaler, retailer, commission merchant), Dr. Casal No. 8, Oviedo.

SWEDEN—Automotive replacement parts. Automotive maintenance equipment. Von Kauffman & Co. AB (wholesaler, sales agent), Vattugatan 7, Stockholm C.

Novelty, low-priced automotive accessories suitable for sale at gasoline stations. Direct purchase and agency. Auto Nova (wholesaler, agent), Önskevädersgatan 41 Göteborg H.

■ **TURKEY**—Sealed beam lamps for motor cars and trucks, 6 volts, 50-40 watts, 2400 pieces; same but 12 volt, rated life only 200 hours, 2400 pc.; same, 12 volt 37.5 watts, dia. bulb 5¾ in. max. overall lengths 4″ base, 2 lug; same, but 37, 5-50 watts and base 3 lug, 1152 pc. each. Each unit in strong export carton of 12 units each. By U.S. vessel within 15/20 days from receipt of bank letter of credit; fob New York, including packing. Import License No. 002494. Quotation date January 24. Jilber Rostomyan, Taksim Caddesi No. 19/2, Beyoglu, Istanbul.

■ Various spare parts for automobiles and trucks, Mayfair, Eagle, Imperial. Durachrome, Par, for Chevrolet, Dodge, Willys. Import License No. 2521. Quotation date January 20. Oto Stan. Stanislav Kiryakof, Taksim, Tarlabasi Cad. No. 22/A, Istanbul.

Both the above are for Loan No. 277-H-043. U.S. source. SBC-521★.

■ Auto and truck spare parts, Globe Rubber Products, or equals; Monroe shock absorbers; Master products; General Motors parts; Vulcan Manufacturer; Borg Warner or equals. Long list of part numbers, $6,000. Import License No. 002475. Ilya Ovadya ve Salvator Ovadya Sti., Mahmutpasa Buyuk Corapci Han Mo. II, Istanbul. Quotation deadline January 20. Loan No. 277-H-043. U.S. source. SBC-516.

372 Aircraft, Parts

SWEDEN—Aircraft parts, accessories. System Paulin AB (manufacturer, exporter, importer), Alstromergatan 39, Stockholm K. WTD 8/22/63.

Aircraft parts, accessories. AB Aero-Behor (importer), Kungsgatan 27, Stockholm C.

Aircraft parts, accessories. Ostermans Aero AB (importer, sales agent), Stockholm-Bromma 10, Sweden. WTD 2/28/61.

Aircraft accessories, rescue equipment. AB Flygleveranser (importer, sales agent), Arsenalsgatan 4, Stockholm C. WTD 11/13/62.

Electro-mechanical aircraft accessories; all types. Aero Materiel AB (manufacturer, importer), Grev Magnigatan 6, Stockholm O. WTD 3/28/63.

373 Ship Building, Repairing

■ **BURMA**—Twin screw double decked motor launch, designed and constructed as a fast passenger launch, propelled by twin raised screws driven by two marine diesel engines. Tender No. THREE/63-64. PIO/C No. 482-35-104-9-80073. World wide (899). Bid deadline January 30. The Revolutionary Government of the Union of Burma, Inland Water Transport Board, Ministry of Transport & Communications, No. 50 Phayre St., Rangoon. Detailed specifications, Invitation to Bid and General Conditions may be obtained from the Embassy of Burma, 2300 S St., NW., Washington, D.C., Attn: Mrs. O'Connor. SBC-516.

■ Twin screw salvage vessel. Tender No. FOUR/63-64. PIO/C No. 482-35-104-9-80073. World wide (899). Bid deadline January 30. The Revolutionary Government of the Union of Burma, Inland Water Transport Board, Ministry of Transport & Communications, No. 50 Phayre St., Rangoon. Detailed specifications, invitations to bid, general conditions may be obtained from the Embassy of Burma, 2300 S St., NW., Washington, D.C., Attn: Mrs. O'Connor. SBC-64-1.

NETHERLANDS—Wooden and polyester cruisers or boats. Arie de Boom N.V. (manufacturer, importer, dealer), 11 Parallelweg or Post Box 30, Krimpen aan de IJssel.

THAILAND—Motor ship, 120-foot twin-diesel passenger. Cornell Engineering, (engineer), 70/1 Rajadamri Rd., Bangkok.

374 Railroad Equipment

■ **GREECE**—Complete railway wagon weighbridges, 5. Loan No. 240-H-028. U.S. source. Bid deadline January 28. Ref. No. 596. Hellenic State Railways, Head Office, Purchasing and Stores Dept., 34 Themistocleous St., Athens. Bids are solicited on a world wide basis. If the selected offer is from the U.S., it is expected that purchases will be financed by AID under the loan cited or with free dollars. SBC-519.

375 Motorcycles, Bicycles, Parts

SINGAPORE—Motorcycle, scooter and moped spare parts; importer, exporter and wholesaler requests replies from suppliers with price quotations cif Singapore. Prices must be competitive. Telelectric Co. Ltd., (importer, exporter, wholesaler), 2nd Floor, Rm. 208-A, 6 Cecil St., P.O. Box 2883, Singapore 1.

381 Engineering, Laboratory, Scientific, Research Instruments

■ **PAKISTAN**—Galvanometers, 100 each potentiometers, 10; spectrophotometers, 4; refractometers, 5; platinum wire. Tender No. S-11/541(63-64)/H. Tender fee, not refundable $2.10 each. Bid deadline January 30. Government of East Pakistan, Directorate of Supply, E.P.I.D.C. House, Motijheel, Dacca 2. Loan No. 391-H-066. U.S. source. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 East 65th St., New York, N.Y., Attn: Mrs. Caparelli. SBC-517.

SWEDEN—Laboratory instruments and apparatus. Instrumentfirma Labora (importer, sales agent, retailer), Birger Jarlsgatan 119, Stockholm Va. WTD 9/13/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

AUSTRALIA—Taximeters to be introduced with Australia's new decimal currency. Direct purchase and agency. Austin Bell, 2 31 Raymont Rd., Alderly Rd., Alderly, Brisbane, Queensland. WTD 12/11/63.

FRANCE—Laboratory measuring apparatus for petroleum, textile, iron, steel industries. Dufour Père & Fils, (manufacturer, importer, dealer), 11 rue Neuve de Villiers, Levallois-Perret (Seine). WTD 8/8/63.

NETHERLANDS—Pneumatic control equipment. Technische Industrie Berk N.V., (manufacturer), 5 Amerweg, Zwijndrecht. WTD 12/11/63.

SWEDEN—Electronic instruments for controlling industrial processes. AB Max Sievert, (manufacturer, wholesaler), Ekbacksvagen 2-4, Bromma. WTD 4/2/63.

Instruments, controls, for use in the manufacture of complete ventilating and air conditioning systems and driers; and in pneumatic tube conveyor systems. AB Svenska Flaktfabriken, (manufacturer), P.O. box 20040, Stockholm 20. WTD 10/23/63.

Metallic cooking thermometers. Direct purchase and agency. AB Alexander Graf (agent, manufacturer), Halmstad. WTD 5/17/63.

Refrigeration controls; automatic, electric. AB Celer, (wholesaler, sales agent), Fack, Stockholm 26.

384 Surgical, Medical, Dental Instruments

See also SPECIAL TRADE LEADS on page 27.

● **EL SALVADOR**—Four items of hospital equipment and supplies in various quantities. Tender No. 201-2, bid deadline January 29.

● One electric machine for cutting gauze. Tender No. 197-2, bid deadline January 28.

For both above, terms and specifications in Spanish. Correspondence preferred in Spanish. Proveeduria General de la Republica, Ave. Espana 613, San Salvador.★ (Telephone: 202-WO 7-2939).

GERMANY—Laboratory equipment for surgical, medical, dental purposes. Direct purchase and/or agency. Requests replies in German. Gesundheits-, Waerme, und Lueftungstechnik H. Riedle GmbH, (wholesaler, retailer), Karl von Lindestrasse 10, 62 Wiesbaden.

NETHERLANDS—Hearing aids fitted in glasses only. No other types of hearing aids will be included in sales program. Requests replies from manufacturers only. Direct purchase and exclusive agency. Fa. H. Hooge, (importer), 4 Bilderdijkstraat, The Hague.

SWEDEN—Ultrasonic equipment for hospital use. Marland International Co. AB, (manufacturer, wholesaler), P.O. Box 5173, Stockholm 5.

385 Ophthalmic Goods

NETHERLANDS—Sun glasses. Direct purchase and agency. J.G.K. Kooijmans' Agenturen. (sales agent), 14 Watteaustraat (or: P.O. Box 7032), Amsterdam.

NETHERLANDS ANTILLES—Sun glasses. Direct purchase, preferably on exclusive basis. Cambes Textiles N.V., Bonaire. WTD 12/19/63.

386 Photographic Equipment

ENGLAND—Libraries of secondhand or discontinued films; cine camera films; 8mm. and 16mm., sound or silent, black and white or colored. Agency and direct purchase. Star Cameras Ltd., (importer, distributor), 224 Edgware Rd., London, W.2. WTD 5/14/63.

387 Watches, Clocks, Parts

SWEDEN—Watches, clocks, watch parts; tools, machines used in watch repair. Handels AB Urania, (wholesaler), Smalandsgatan 2, Stockholm C.

393 Musical Instruments, Parts

FRANCE—Electronic organs. Direct purchase and agency. Fortin S.A., (importer, dealer), 4 Cité Chaptal, Paris 9e. WTD 3/14/63.

394 Toys, Amusement, Sporting Goods

CANADA—General sporting goods such as swim fins, masks, basketball equipment. Eric D. Greenlaw & Co., (manufacturers' agent), 90 Keefer St., Vancouver 4, B.C. WTD 9/11/62.

GERMANY—All kinds of sporting goods, including camping equipment, camping furniture. Richard Mitschke, (importer), Christian-Blank Strasse 4-6, Duderstadt/Hann.

Archery equipment, skin diving gear. Requests replies in German. Rala, Rausch & Lampert GmbH, (wholesaler, retailer), 67 Ludwigshafen/Rhine 3, Bismarckstrasse 54/56. WTD 12/17/63.

JAPAN—Metal, wood, plastic, paper toys; all types of children's games. Requests replies with literature, prices cif Japan. Jamsco Corp., (trading company), 110, 6-chome Shimokatacho, Chikusa-ku, Nagoya. WTD 12/4/63.

NETHERLANDS—All types of high quality sporting goods. Van der Laan Sportlederwarenfabriek, 30, Boerhaavestraat, Tilburg. WTD 12/12/63.

Toys, mechanical. Requests replies from manufacturers only. Direct purchase, exclusive agency. J. Jong v/h Wed. J. P. Boom & Zonen, (manufacturer, importer, wholesaler), 22 Kooltuin, Alkmaar.

NIGERIA—Games, toys, dolls, stuffed toy animals. Rafiu Osinubi & Sons Trading Co., (importer, wholesaler), 48 Nnamdi Azikiwe St., P.O. Box 1004, Lagos. WTD 12/2/63.

SWEDEN—Sporting, camping, hunting, anglers' equipment. Mauritz Widforss HAB, wholesaler, retailer, sales agent), P.O. Box 40011, Stockholm 40. WTD 4/3/63.

Toys of all kinds. Broderna Ivarsson AB, (manufacturers, wholesalers), Osby. WTD 3/13/63.

395 Pens, Pencils, Office, Artists' Materials

MOROCCO—Nibs for fountain-pens; various types. Requests replies in French; quotations cif Casablanca. P.I.C. (Produits Industriels et Chimiques), (importer), 163, ave. Hassan Seghir, Casablanca.

NEPAL—Pens—ball-point, up to 500 dozen. Catalogues and quotations cif Calcutta desired. Nepal Machhendra Trading Hall, (importer, exporter), 9/173 Kele Tole, Kathmandu.

NETHERLANDS—Ribbons: typewriter, hektograph, other types, carbon paper. Direct purchase, exclusive agency. Handelsonderneming C.F. Rang, (sales agent), 16 Waldeck Pyrmontlaan, Amsterdam.

SWEDEN—Sets: water color, gouache, tempera. Direct purchase and agency. AB Alexander Graf, (agent, manufacturer), Halmstad. WTD 5/17/63.

School supplies. AB Skrivrit, (manufacturer, importer, wholesaler), Backvagen 2, Sollentuna. WTD 11/21/63.

396 Costume Jewelry, Novelties, Buttons, Notions

AUSTRALIA—General trimmings—buttons, buckles, "velcron" type fasteners, all types of fasteners and closures for clothing, shoes, sporting wear and goods. Heavy duty slick fasteners for skin-diving suits. Haffenden & Jackson Pty. Ltd., (importing distributor), Haffenden House, 130 Sussex St., Sydney.

FRANCE—Hooks or other systems for replacing ski-boot laces. Requests replies in French. Anciens Ets. BAC (manufacturer), 7 rue de la Liberte, Vincennes (Seine).

SAUDI ARABIA—Buttons for military uniforms; requests offers cif Jidda. Ahmad & Mohammad Salih Ka'ki, (importer, wholesaler, retailer), P.O. Box 208, Riyadh. WTD 12/26/61.

SWEDEN—Hairpins: metal, plastic, bobby, other types; hair clips; hair curlers: foam cushion, brush rollers, other types. Direct purchase and agency. AB Alexander Graf, (agent, manufacturer), Halmstad. WTD 5/17/63.

399 Manufacturing Industries

AUSTRALIA—Coin operated amusement machines for use in clubs, salons, amusement centers; pin-ball, skill games, strength testing devices. M.J. Hancock, (importer, wholesaler, retailer), 26 Montpelier St., Clayfield, Brisbane, Queensland. WTD 12/18/63.

Pepper, coffee grinders. Mr. M. Klein, Mercury Trading Pty. Ltd., (importers, wholesalers, exporters). 11a Grosvenor St., Bondi Junction, N.S.W. WTD 7/25/63.

ENGLAND—Florists' sundries: wire holders; urns of pottery, glassware; articles of a novelty character; bouquet holders; miscellaneous metal-lines; ribbons. The Florists' Sundries Co. Ltd., (wholesaler), 71/73 Tooley St., London, S.W.1. WTD 11/22/63.

FRANCE—Supplies for manufacturing shoes, including fabrics of linen, spun rayon, non-woven cotton, cotton-rayon mixture varieties; also plastics, glues, dyes, welts, counters, polishes. Requests replies in French. Direct purchase and agency. M. Morel, (manufacturer), 8 bld Voltaire, Arpajon (Seine & Oise).

NETHERLANDS—Hair brushes, combs (if possible combined with hand mirrors); hair pencils, tooth brushes, shaving brushes, toilet brushes. Direct purchase and exclusive agency. J.G.K. Kooijmans' Agenturen, (sales agent), 14 Watteaustraat (or: P.O. Box 7032), Amsterdam.

SWEDEN—Metal combs. Direct purchase and agency. AB Alexander Graf, (agent, manufacturer), Halmstad. WTD 5/17/63.

Fire extinguishing, rescue equipment. Allmänna Brandredskapsaffären AB, (manufacturer, wholesaler), Scheelegatan 28, Stockholm K. WTD 12/19/62.

509 Wholesalers

NIGERIA—Used clothing. Direct purchase and agency. Azunna E. Kalu & Sons, (importer, wholesaler, retailer), 87 Jubilee Rd., P.O. Box 251, Aba. WTD 12/13/63.

Used clothing, remnants of all types. Direct purchase and agency. R. U. Anya & Sons, (importer), 90, Asikiwe Rd., P.O. Box 312, Aba, Eastern Nigeria. WTD 10/2/63.

Leads for Importers

203 Canning, Preserving Foods

ENGLAND—Prepared fish such as kippers, bloaters, fresh fillets. Agency and direct purchase. Foodwell Ltd., Battlebridge House, 87-95 Tooley St., London, S.E. 1. WTD 9/26/62.

NEPAL—Canned pineapples, up to 1,000 cases each containing 50 pieces of 1 lb. each. Samples will be sent to U.S. inquirers upon request. Gauri Shanker Mohpal, K. M. Rice & Oil Mills, Ex. P.O. Bhadrapur.

209 Food Preparations

NEPAL—"Big size" cardamon, up to 100 m.t.; mustard oil cake in sheets and dust up to 200 m.t. Samples will be sent to U.S. inquirers upon request. Gauri Shanker Mohpal, K. M. Rice & Oil Mills, Ex. P.O. Bhadrapur.

259 Furniture, Fixtures

BELGIUM—Wholesaler of venetian blinds with plastic slats seeks agency. Roger De Wee, 345, rue de Beyne, Jupille-Liege. WTD 12/19/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

NEPAL—Pure Himalayan musk, up to 100 ounces. Samples will be sent to U.S. inquirers upon request. Yagya Jyoti & Sons, Wotoo Phasikeba, Kathmandu. WTD 12/3/63.

314 Footwear, Except Rubber

FRANCE—Boots, bootees, lightweight shoes (style, longwear) for men, women, children; ladies' bedroom slippers, prima ballet, top-shoes; "nu-pieds", related footwear of good quality. Wholesale exportation preferably through agents and/or distributors. La Guetre Moderne, Route de Versillat, La Souterraine, Creuse. WTD 12/10/63.

328 Cut Stone Products

IRAN—Manufacturer/exporter of marble building stone including onyx "Tiziano", green onyx, black marble, and red, yellow and white travertine interested in establishing business relations with direct importers. Iran Marble Co., Ltd., Sabt-Asnad Ave., Tehran. WTD 12/5/63.

342 Cutlery, Hand Tools, General Hardware

AUSTRIA—Circular cutting-off saw, about 20 in. dia. Range of operations; I-beams up to 11 in.; angles and pipes up to 4.75 in.; round bars up to 1.6 in. Cutting time e.g. angle 3x3x 5/16 in. in 2.4 seconds. Hilmar Becker, Maschinen- und Geraetehandel, 6 Anzengrubergasse, Linz/Danube, Upper Austria, (exclusive sales agent of manufacturer Anton Mandl, Stahlbau-Maschinenbau, AnzengruberstraBe 608, Linz/Danube). WTD 12/16/63.

BELGIUM—Wholesaler of systems for overhead garage doors seeks agency. Roger De Wee, 345, rue de Beyne, Jupille-Liege. WTD 12/19/63.

FRANCE—All kinds of mechanical tools. Requests replies in French. Fabrique de Fraises Dentaires & Mecaniques, Usine du Prado, Bourges (Cher).

NEPAL—Gurkha knives up to 1,000 dozens. Samples will be sent to U.S. inquirers upon request. Nepal Machhendra Trading Hall, 9/173 Kele Tole, Kathmandu.

355 Special Industry Machinery

AUSTRIA—Simple, cheap paper bag-making machine for the manufacture of bags between 2 x 3 in. and 4 x 6 in. size, from sheet piles. Output approx 150 bags per minute. Hilmar Becker, Maschinen- und Geraetehandel, 6 Anzengrubergasse, Linz/Danube, Upper Austria, (exclusive sales agent of manufacturer Ing. Josef Schachl, Donaulande 7, Linz/Danube). WTD 12/16/63.

599 Retail Stores

NEPAL—Ivory curios, up to 2,000 pieces. Samples will be sent to U.S. inquirers upon request. Yagya Jyoti & Sons, Wotoo Phasikeba, Kathmandu. WTD 12/3/63.

TANGANYIKA—Exporter of African handcarved wooden figures wishes contacts with direct importers and wholesalers. Yussufali Noormuhammed, P.O. Box 2337, Dar es Salaam. WTD 12/17/63.

Iraq invites bids for water control project

The Directorate General of Irrigation, Ministry of Agrarian Reform, Baghdad, has announced tender No. D.G./2 Dalmaj Project for the modification and renovation of equipment for the control of water in Kut Barrage and the Dujaila and Gharraf Regulators.

The bid deadline is February 13, 1964.

A copy of the tender documents is available for review only to interested firms located in the U.S. in the office of the Building Materials and Construction Industries Division, BDSA-306, Rm. 4014, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

GREECE—Raw coffee. Requests replies from exporters with price quotations. Henry S. Mallah, (commission agent), 26 Venizelou St., Thessaloniki.

NETHERLANDS—Raw materials for the foodstuff industry (including raw materials for bakeries). L. H. van Hertzfeld N.V., (importer, wholesaler, agency), 155 Maaskade, Rotterdam-1. WTD 2/11/63.

201 Meat Products

SPAIN—Variety of frozen and canned meat products. Requests replies in Spanish. Alfonso Ramos Ramos, (manufacturers' representative), Zurbano 84 (Escalera Exterior 3° 2ª), Madrid (3). WTD 12/10/63.

203 Canning, Preserving Foods

NETHERLANDS—Canned fruit, such as: peaches, fruit-cocktails, Hawaiian pineapples; also canned fish. Import-Export Y. B. Jansen, 28 Geldropseweg, Eindhoven.

All kinds of high quality canned foodstuffs; requests from canners and packers only. Hivema N.V., (importer, exporter, wholesaler), 93-95 Aelbrechtskade, Rotterdam-6.

Canned: peaches; pineapples; mandarin oranges; split almonds; apricot stones. Low prices, high quality requested. Exclusive agency. W.O.J. Nieuwenkamp's Handel Maatschappij C.V., (sales agent, importer), 270 Herengracht, Amsterdam.

SWEDEN—Canned foods, low calorie. Agenturfirman Nordimpex. (sales agent), Infanterigatan 4, Solna. WTD 10/10/63.

206 Sugar

NETHERLANDS—Refined white sugar in bags. Competitive prices requested. Exclusive agency. W.O.J. Nieuwenkamp's Handel Maatschappij C.V., (sales agent, importer), 270 Herengracht, Amsterdam.

209 Food Preparations

NETHERLANDS—Foodstuffs, other groceries which can be sold to wholesalers of foodstuffs, chainstores, supermarkets, self-service shops. Exclusive agency. L. H. van Hertzfeld N. V., (importer, wholesaler, agency), 155 Maaskade, Rotterdam-1. WTD 2/11/63.

211 Cigarettes

TURKEY—Cigarette filter tips. Melih Zarifoglu, (sales agent), Bankalar Han Kat 6, No. 63, Karaköy, Istanbul.

220 Textile Mill Products

DENMARK—Shirtings, such as dacron-cotton mixtures; laminated fabrics for men's, women's top-coats; lace of any kind for women's dresses, underwear. Requests replies from manufacturers; desires exclusive agency. Max Møller & Co., (agent), 17 Larsbjørnsstraede, Copenhagen K. WTD 12/13/63.

NEW ZEALAND—Cotton piece goods, rayons, tricels; luxury terylene. John W. Shackelford & Son Ltd., (importer, wholesaler, exporter), P.O. Box 5547, Auckland. WTD 12/17/63.

221 Broad Woven Fabric Mills, Cotton

AUSTRALIA—Cotton, rayon mixtures. E. Pitsch Pty. Ltd., (manufacturers' representatives), 125 York St., Sydney.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

AUSTRALIA—Silks. E. Pitsch, Pty. Ltd., (manufacturers' representatives), 125 York St., Sydney.

227 Floor Covering Mills, Products

AUSTRALIA—Carpets, A1, A0 quality; carpet squares, A1 or A0 quality, sizes 12' x 12', 12' x 9', and 12' x 14'. Thomson's Felt and Padding Mills, (manufacturer, wholesaler), Davidson St., Hendon, South Australia. WTD 12/16/63.

228 Yarn, Thread Mills, Products

GREECE—Synthetic yarns: nylon, dacron for the production of fabrics; requests replies from manufacturers, exporters. Jean Janniou & Cie., (sales agent), 72 Ithakis St., Athens (222). WTD 12/17/63.

229 Textile Goods

GREECE—Remnant piece goods (rayon, cotton-rayon, woolen, synthetic—nylon, dacron, etc.) for the production of women's wear; requests replies from manufacturers and exporters. Jean Janniou & Cie., (sales agent), 72 Ithakis St., Athens (222). WTD 12/17/63.

233 Women's, Misses', Juniors' Outerwear

FRANCE—Maternity dresses, coats, suits. Ets. Pierre Marseille, (commission merchant), 8 rue ces Capucins, Abbeville (Somme).

239 Fabricated Textile Products

GREECE—Window curtains: terylene, rayon; requests replies from manufacturers, exporters. Agency. Jean Janniou & Cie., (sales agent), 72 Ithakis St., Athens (222). WTD 12/17/63.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

FRANCE—Pre-fabricated houses, metal or wood. M.A.A.M.F., Eclaron (Haute Marne).

MONACO—Decorative plywood, panels for acoustical ceilings, walls. Exclusive agency. Requests replies from manufacturers. Requests replies in French. Robert Boisbouvier, 3 Ave. du Port, Monaco. WTD 12/6/63.

259 Furniture, Fixtures

FRANCE—Venetian blinds; sun shades of various types. Florida Blinds, (wholesaler), 82 Ave. Cyrille Besset, Nice, Alpes Maritimes. WTD 12/12/63.

262 Paper Mills, Products

SWEDEN—Matrix paper; exclusive agency preferred. AB Junger & Junger, (agent, wholesaler), Box 14026, Göteborg 14.

THAILAND—Waterproof paper in roll, suitable for making ice cream, drinking cups. Wah Chang International (Thailand) Corp., 21 Sathorn Tai Rd., Bangkok.

264 Converted Paper, Paperboard Products

NETHERLANDS—Fancy paper, both for the cardboard industry and the retail trade; covered paper and cardboard (aluminum, also fancy coverings); laminated paper for printing houses; fancy wrapping paper for various purposes. E. F. A. Buijs, (agent, commission merchant), 128 Kemperweg, Rotterdam-12.

273 Books

NIGERIA—Novels, magazines, periodicals; comic, professional, technical. Interocean Commercial Co., (importer, wholesaler), 3, Oroyinyin St., P.O. Box 2791, Lagos. WTD 3/13/63.

281 Industrial Chemicals

FRANCE—Stearates, solvents, coloring products, basic chemicals for the rubber, paints, varnishes, ink, pharmaceutical industries; zinc oxide; litharge. Requests replies in French. Lamotte & Coiffard, (manufacturer), 38-46 rue Raspail, Ivry-sur-Seine (Seine). WTD 8/14/63.

NIGERIA—Calcium carbide; powdered caustic soda; sulfuric acid; coal tar. P. O. Ijogbe, Okoawo Marketing Co. Ltd., (manufacturers' representative), 40 Mission Rd., Benin City. WTD 12/2/63.

SWEDEN—Magnesium oxide; requests replies from producers only. Gerard Versteegh AB, (sales agent), Regeringsgatan 42, Stockholm C.

W. GERMANY—Building maintenance products, protective coatings, additives. Manufacturer requests replies from manufacturers only with price quotations cif German port. Bayosan-Werk, Chem. Fabrik GmbH, (manufacturer), 58 Sigmundstrasse, Nuernberg. WTD 12/12/63.

282 Synthetic Materials

TURKEY—Cellophane. Melih Zarifoglu, (sales agent), Bankalar Han Kat 6, No. 63, Karaköy, Istanbul.

283 Drugs

VIETNAM—Full line of pharmaceuticals. Pharmacie Ngoc Diep, (importer, wholesaler, retailer, manufacturer), 125 Nhan Vi, Cholon.

285 Paints, Varnishes, Lacquers, Enamels

NIGERIA—Wood preservatives. P.O. Ijogbe, Okoawo Marketing Co. Ltd., (manufacturers' representative), 40 Mission Rd., Benin City. WTD 12/2/63.

311 Leather Tanning, Finishing

FRANCE—Leather cases. Gainerie Duchet, (manufacturer), 6 Blvd. Maréchal Foch, Grenoble (Isere). WTD 11/18/63.

Imitation leather made with leather wastes. Requests replies in French. Marcel Allory, (agent), 6 rue Montauban, Angers (Maine & Loire).

322 Glass, Glassware

FRANCE—Glass boxes for the vacuum preserving of telecommunication quartz. Comptoir Franco Bresilien, (importer, dealer), 56 rue Lafayette, Paris 9e. WTD 9/17/63.

Electrical glass insulators. Ets. Parisis, (importer, agent), 12 rue Basse Combalot, Lyon (Rhone).

Electrical glass insulators. J. Cardot, (importer, dealer), 63 rue Barathon, Montluçon (Allier).

327 Concrete, Gypsum, Plaster Products

NIGERIA—White lime. P.O. Ijogbe, Okoawo Marketing Co. Ltd., (manufacturers' representative), 40 Mission Rd., Benin City. WTD 12/2/63.

329 Abrasive, Asbestos, Nonmetalic Mineral Products

MEXICO—Insulating gaskets. Incor, S.A.; (importer, wholesaler, retailer), Rio Duero No. 37; Mexico, D.F. WTD 9/10/63.

NIGERIA—Insulating material. P.O. Ijogbe, Okoawo Marketing Co. Ltd., (manufacturers' representative), 40 Mission Rd., Benin City. WTD 12/2/63.

331 Steel Mill Products

MEXICO—Stainless steel pipe. Valvulas Industriales, S.A.; Aptdo. Postal 1529; Insurgentes Sur No. 37, Mexico 4, D.F. WTD 11/12/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

FRANCE—Power wire and cables. J. Cardot, (importer, dealer), 63 rue Barathon, Montluçon (Allier).

Power wire, cables. Ets. Parisis & Cie, (importer, agent), 12 rue Basse Combalot, Lyon (Rhône).

TURKEY—Aluminum sheets in rolls to be used as lining for tea cases. Melih Zarifoglu, (sales agent), Bankalar Han Kat 6, No. 63, Karaköy, Istanbul.

342 Cutlery, Hand Tools, General Hardware

AUSTRALIA—Tools for carpet installation; requests brochures with replies, if possible. R.E. Cunningham (W.A.) Pty. Ltd., Attn: Mr. W.R.G. Knowles, 434 William St., Perth, Western Australia.

FRANCE—Hardware products of a novelty character. Max Dalmy, (importer, dealer), 29 cité d'Antin, Paris 9e.

NIGERIA—Window, door fittings such as knobs, locks, hinges, latches. P.O. Ijogbe, Okoawo Marketing Co. Ltd., (manufacturers' representative), 40 Mission Rd., Benin City. WTD 12/2/63.

SWEDEN—Hand tools, all types. Requests replies from manufacturers only. Ahlströms Generalagentur AB (sales agent), Fack, Enskede 7. WTD 4/26/62.

VIETNAM—Full line of hand tools: cutting tools, measuring tools, wrenches, sockets, spanners, pliers. Union Trading Corp., (indent agent), 156-bis Khong Tu Blvd., Cholon. WTD 12/12/63.

343 Heating Apparatus, Plumbing Fixtures

NIGERIA—All types of plumbing fixtures. P.O. Ijogbe, Okoawo Marketing Co., Ltd., (manufacturers' representative), 40 Mission Rd., Benin City. WTD 12/2/63.

344 Fabricated Structural Metal Products

FRANCE—Pre-fabricated houses, metal or wood. M.A.A.M.F.—Manufacture d'Articles d'Ameublement Metallique & de Ferronnerie, Eclaron (Haute Marne).

348 Fabricated Wire Products

TURKEY—Steel rope of various measurements. Melih Zarifoglu, Bankalar Han Kat 6, No. 63, Karaköy, Istanbul.

349 Fabricated Metal Products

MEXICO—Regulating and pressure-reducing valves. Valvulas Industriales, S.A., (importer, manufacturer, wholesaler), Aptdo. Postal 1529; Insurgentes Sur No. 37, Mexico 4, D.F. WTD 11/12/63.

TURKEY—Aluminum foil for tea packaging. Melih Zarifoglu, (sales agent), Bankalar Han Kat 6, No. 63, Karaköy, Istanbul.

351 Engines, Turbines

THAILAND—Used Cummins diesel engine for marine use; horse power from 50 to 200. Aroonwatana Co., Ltd., (retailer), 316-318 Prasumane Rd., Bangkok.

352 Farm Machinery

AUSTRIA—Large machinery, equipment for farm use, excluding tractors. Grain, feed, seed handling, such as silo unloaders; dairy equipment, wood de-barking machines. Firm not equipped to do servicing. Leopold Mayrhofer, (importer, wholesaler, agent), Paracelsusstrasse 8, Eferding/00e. WTD 12/12/63.

GERMANY, W.—Manufacturer of lawn-mowers, garden tools, automotive accessories seeks agency for tools for gardening. Requests replies from manufacturers only, with price quotations cif German or European ports. Max Langenstein KG, 7918 Illertissen, Max-Eyth-Str. 5. WTD 12/12/63.

353 Construction Machinery

GERMANY—Rollers, bulldozers, shovel-loaders. Importer, wholesaler, manufacturers' representative requests replies from manufacturers only with price quotations cif German port. Wilhelm Dallhammer, 21 Peter-Henleinstrasse, Nuernberg. WTD 12/12/63.

GERMANY—Construction equipment, tools, no heavy equipment. Importer, wholesaler, retailer, manufacturers' representative requests replies from manufacturers only with price quotations cif German port. Xaver Woerle, 11 Theresienhoehe, Munich 12. WTD 12/12/63.

SPAIN—Mining machinery, equipment in general. Manuel Menendez Majon, (commission merchant, engineer), Aptdo. No. 126, Oviedo.

THAILAND—Used International Harvester and Caterpillar tractors. Aroonwatana Co., Ltd., (retailer), 316-318 Prasumane Rd., Bangkok.

354 Metalworking Machinery

GERMANY—Metalworking tools, saw blades, plumbers' tools, automotive repair tools. Importer, wholesaler, retailer, manufacturers' representative requests replies from manufacturers only with price quotations cif German port; requests replies in German. Xaver Woerle, 11 Theresienhoehe, Munich 12. WTD 12/12/63.

GERMANY—Industrial tools, automotive maintenance equipment, twist drills, saw blades. Importer, wholesaler, retailer, manufacturers' representative requests replies from manufacturers only with price quotations cif German port; requests replies in German. Xaver Woerle, 11 Theresienhoehe, Munich 12. WTD 12/12/63.

JORDAN—Riveting machines; pneumatic hand tools; electric sanders or polishers; carpentry machines for pattern making. Mazin Jauni, (importer, retailer), P.O. Box 159, Port Sa'id St., Jerusalem. WTD 4/17/63.

355 Special Industry Machinery

ISRAEL—Machinery for manufacturing plastic bindings, plastic spirals for binding. Manufacturer's representative requests prompt offers including literature, prices. Agency. British Technical Agencies Ltd., (manufacturers' representative), 2 Hatamar St., P.O. Box 21092, Tel Aviv. WTD 7/15/63.

ITALY—Complete line of automatic machinery for tuna fish processing, canning, including: preparation, cutting of frozen tuna; steam or other cooking processes; cleaning of cooked fish; canning in oil or brine; can sterilization, sealing; final packing in cardboard cartons. Machinery capacity is 50 metric tons of fish daily. Giuseppe Maniaci, (wholesaler, retailer, importer, manufacturers' agent), 6/a Via Onorato, Palermo. WTD 6/23/61.

TURKEY—Tea packaging machinery. Melih Zarifoglu, Bankalar Han Kat 6, No. 63, Karaköy.

357 Office, Computing, Accounting Machines

GERMANY, W.—Specialized office supplies; small office machines, excluding typewriters, calculators, office furniture, card index files; other utensils sold in stationery shops. Requests replies from manufacturers only with price quotations cif German or European ports. Exclusive agency for Western Germany. Zweckform-Werk GmbH, 815 Oberlaindern bei Holzkirchen. WTD 12/12/63.

SWEDEN—Analogue computer equipment. Tel Inter AB, (sales agent), Pastellvagen 11, Enskede. WTD 10/22/63.

358 Service Industry Machines

AUSTRIA—Refrigeration merchandise display cases, similar equipment, including noncommercial deep freezers for large farm households. Firm not equipped to do servicing. Requests replies in German. Leopold Mayrhofer, (importer, wholesaler, agent), Paracelsusstrasse 8, Eferding/OOe. WTD 12/12/63.

AUSTRALIA—Dry-cleaning equipment, accessories. Thomson's Felt and Padding Mills (manufacturer, wholesaler), Davidson St., Hendon, South Australia. WTD 12/16/63.

DENMARK—Air conditioners, central station, for department stores, movie houses, reception halls, offices. Requests replies from manufacturers. Exclusive agency. Argus Maskinfabrik, (manufacturer, agent), 40 Landlystvej, Copenhagen Hvidovre. WTD 12/13/63.

DUBAI—Room air conditioners. Bhatia Radio Electric Co., (importer, distributor), P.O. Box 16, Dubai, Trucial States.

NORWAY—Hot dog machines, grills. Requests replies from manufacturers only. Doughnut machines: for cateterias and snack bars. Must operate on 220 v., 50 cycle current and meet standards of the Norwegian Electrical Material Testing Board. Requests replies from manufactures only. Frigoterm A/S, 5/7 Grensen, Oslo. WTD 3/29/63.

361 Electric Transmission, Distribution Equipment

FRANCE—Mechanical circuit breakers. Compagnie Continentale des Compteurs, 17 rue d'Astorge, Paris 8. WTD 12/12/63.

Electrical equipment, accessories, all kinds, including distribution transformers, circuit breakers. Ets. Parisis & Cie, (importer, agent), 12 rue Basse Combalot, Lyon (Rhone).

Electrical equipment, accessories, all kinds, including distribution transformers, circuit breakers. J. Cardot, (importer, dealer), 63 rue Barathon, Montluçon (Allier).

SWEDEN—Electric, electronic test; measuring, monitoring instruments, equipment. Robert E. O. Olsson, (sales agent), Tradgardsgatan 7, Motala.

Electric, electronic precision measuring, testing, monitoring instruments and components. Standard Precision Instrument, (sales agent), Box 12173, Stockholm 12. WTD 10/10/63.

Microwave test equipment. KLN Trading Co. Ltd. AB, (sales agent), Sommarvagen 6, Solna 1. WTD 10/28/63.

362 Electrical Industrial Apparatus

FRANCE—Industrial electrical equipment, accessories such as AC general purpose controls, generator sets, carbon electrodes, graphite anodes. J. Cardot, (importer, dealer), 63 rue Barathon, Montluçon (Allier).

Industrial electrical equipment, accessories, such as AC general purpose controls, generator sets, carbon electrodes, graphite anodes. Ets. Parisis & Cie, (importer, agent), 12 rue Basse Combalot, Lyon (Rhone).

MEXICO—Graphite anodes. Incor, S.A., Rio Duero No. 37, Mexico, D.F. WTD 9/10/63.

363 Household Appliances

FRANCE—Household electrical equipment such as refrigerators, washing machines; small appliances, particularly of a novelty character. Max Dalmy, (importer, dealer), 29 cité d'Antin, Paris 9e.

Small electrical household apparatus, all kinds. Ets. Parisis & Cie., (importer, agent), 12 rue Basse Combalot, Lyon (Rhone).

364 Electric Lighting, Wiring Equipment

FRANCE—Electric lighting, wiring equipment of all kinds, including transmission hardware, electric lamps, switches. Ets. Parisis & Cie., (importer, agent), 12 rue Basse Combalot, Lyon (Rhone).

Electric lighting, wiring equipment of all kinds, including transmission hardware, electric lamps, switches. J. Cardot, (importer, dealer), 63 rue Barathon, Montluçon (Allier).

Incandescent lamps, fluorescent tubes; lamps for radio and television sets. Neff & Meyer, (importer, dealer), 64 ave des Vosges, Strasbourg (Bas-Rhin).

365 Radio, Television Receiving Sets

FRANCE—Radio receivers. Neff & Meyer, (importer, dealer), 64 ave des Vosges, Strasbourg (Bas-Rhin).

366 Communication Equipment

FRANCE—Transmitting apparatus and accessory items, all kinds. Ets. Parisis & Cie., (importer, agent), 12 rue Basse Combalot, Lyon (Rhone).

Transmitting apparatus, accessory items, all kinds. J. Cardot, (importer, dealer), 63 rue Barathon, Montluçon (Allier).

367 Electronic Components, Accessories

FRANCE—All kinds of semi-conductors, transistors. Neff & Meyer, (importer, dealer), 64 ave des Vosges, Strasbourg (Bas-Rhin).

369 Electrical Machinery, Equipment, Supplies

AUSTRALIA—Electrical switches for automotive industry—ignition, headlights, direction lights. G. W. Engineering Pty. Ltd., (manufacturer, importer), 1-15 Blackfriars St., Chippendale. WTD 5/3/61.

FRANCE—Miscellaneous electrical equipment, including batteries, contactors. Ets. Parisis, (importer, agent), 12 rue Basse Combalot, Lyon (Rhone).

Miscellaneous electrical equipment, including batteries, contactors. J. Cardot, (importer, dealer), 63 rue Barathon, Montluçon (Allier).

371 Motor Vehicles, Motor Vehicle Equipment

GERMANY, W.—Manufacturer of garden equipment and automotive accessories seeks agency for automotive accessories. Requests replies from manufacturers only, with price quotations cif German or European port. Max Langenstein KG, 5 Max-Eyth-Strasse, 7918 Illertissen. WTD 12/12/63.

NIGERIA—Motor parts, accessories. P. O. Ijogbe, Okoawo Marketing Co. Ltd., (manufacturers' representative), 40 Mission Rd., Benin City, WTD 12/2/63.

381 Engineering, Laboratory, Scientific, Research Instruments

MEXICO—Measuring apparatus; scientific, industrial instruments. K. R. Amtmann, S.A.; Insurgentes Sur No. 324; Mexico 7, D.F. WTD 11/18/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

MEXICO—Gauge meters. Incor, S.A.; Rio Duero No. 37, Mexico, D.F. WTD 9/10/63.

Manometers. Valvulas Industriales, S.A.; Aptdo. postal 1529; Insurgentes Sur No. 37, Mexico 4, D.F. WTD 11/12/63.

384 Surgical, Medical, Dental Instruments

AUSTRALIA—Miners' cap lamps used in the coal mining industry. Greendale Engineering & Cables Pty. Ltd., (importer, wholesaler, manufacturer), 43-51 Nelson St., Annandale, N.S.W. WTD 9/27/61.

MEXICO—Aspirators, surgical instruments, electro-medical apparatus. Proveedora Clinica; Puebla No. 109, Mexico 7, D.F. WTD 11/1/63.

394 Toys, Amusement, Sporting, Athletic Goods

NIGERIA—Toys. P. O. Ijogbe, Okoawo Marketing Co. Ltd., (manufacturer's representative), 40 Mission Rd., Benin City. WTD 12/2/63.

SPAIN—Fancyware, gift items, novelties; nonfragile. Requests replies in Spanish from manufacturers. Alfonso Ramos Ramos, Zurbano 84, (Escalera Exterior 3° 2ª), Madrid (3). WTD 12/10/63.

399 Manufacturing Industries

MEXICO—Wants to act as exclusive distributor of gift items in Mexico. Importmex, S.A.; Aptdo. Postal 20792; Bucareli No. 128-2; Mexico, D.F. WTD 11/7/63.

NIGERIA—Smokers requisites. P. O. Ijogbe, Okoawo Marketing Co. Ltd., (manufacturer's representative), 40 Mission Rd., Benin City. WTD 12/2/63.

SPAIN—Variety of mechanical toys, amusements. Requests replies in Spanish, from manufacturers, Alfonso Ramos Ramos, Zurbano 84, (Escalera Exterior 3° 2ª), Madrid (3). WTD 12/10/63.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—John P. Gabbedy, representing The Rural and Industries Bank of Western Australia, 54-58 Barrack St., Perth, Western Australia, interested in **farm credit administration** and **land development.** January 21 via Miami for six weeks. c/o Farm Credit Administration, Independence Ave. between 12th and 14th Sts., NW., Washington, D.C. Itinerary: Washington, Miami, New Orleans, New York.

IRELAND—Mr. W. Hewitt, representing Ulster Farm By-Products Ltd., Glenconway Factory, Glenavy, County Antrim, Northern Ireland, interested in contacting manufacturers of **pet foods, meat** and **bone meal** and **tallows,** and similar products in the New York area and requesting technical information on machinery used in above plants. January 14 via New York for ten days. c/o Ameresco Inc., 203 Bellevue Ave., Upper Montclair, New Jersey. Itinerary: New York.

JAPAN—Mr. Isamu Ogata, Chief, Mining Section, Onoda Cement Co., Ltd., Fujiwara Plant, Tozenji, Fujiwara-mura, Inabe-gun, Mie Prefecture, interested in contacting manufacturers of light-weight **aggregates** and producers of **limestones, sand** and **gravel.** Here for 7 weeks. c/o Mitsui Co., Ltd., Los Angeles Branch, 510 W. 6th St., Los Angeles 14, California. Itinerary: Honolulu, Los Angeles, Salt Lake City, San Francisco, Portland, Seattle, New York, Washington, Stanford, Chicago, Detroit.

PAKISTAN—Mohammad Jaffar Sharief, representing Jaffer Sons & Co., 11, Brandreth Road, Lahore 7, interested in purchasing **iron, steel** and **metals.** Here for four weeks. c/o Eastern Atlantic Co., Inc., 217 Broadway, New York 7, N.Y. Itinerary: New York, Washington, Chicago, Pittsburgh, Philadelphia.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone: 202—WO 7-4674 in Washington.

GREECE—It is reported that bids are being prepared by two major U.S. industrial construction firms (M.W. Kellogg of New York and Arthur G. McKee & Co. of Cleveland) for construction of the first two units—a 50,000 barrel per day **oil refinery** and an **ammonia plant**—of the Esso-Pappas industrial complex. It has been estimated that the project is valued at $200 million.

HONG KONG—The Victoria City Development Co., the proponents of a cross-harbor tunnel link, submitted to the Hong Kong Government a detailed plan concerning the construction of a **tunnel** connecting Hong Kong Island to Kowloon Peninsula. According to the company's spokesman, the proposed mile-long tunnel would be open to traffic by 1968 if negotiations between the company and the Government are successful.

IRAN—Consideration is being given to an **improvement scheme** for the port of Bushire on the Persian Gulf, for which public tenders are forthcoming. The project is expected to cost 50 million rials.

IRELAND—Proposals for construction of **houses** and **apartments** by "non-traditional techniques or systems" are being sought by the Department of Local Government. Proposals from foreign firms will be welcomed, although it is implied that manufacture of components for prefabricated or other housing types should be done in Ireland. Interested U.S. firms may correspond directly with the Secretary, Department of Local Government, Custom House, Dublin, Ireland.

MALAYSIA—The Singapore Government has announced that the coastland frontier on the east coast of the island from Bedok to Tanjong Rhu will be extended a half-mile further into the sea by **reclaiming** 2,000 acres of **seabed** and **foreshore.** This project, expected to start early next year, will cost approximately M$11 million and when completed will be developed into **residential areas** and **parks.** A new **coastal road** will be built from Bedok to terminate at the Merdeka Bridge. This project, which supplements, the creation of a new industrial park nearby, will require a number of years for completion.

MOZAMBIQUE—The Societe d'Etudes pour le Development Economiques et Sociale (SEDES), the French firm of economic planners contracted by the Government of Mozambique to make a survey for a third Development Plan for Mozambique announced recently in Lourenco Marques that it had found that the industrial development of Mozambique could be fostered through some 21 short-range projects requiring a total investment of US$17.5 million. Some of the projects recommended are a **paper pulp plant, footwear, batteries, aluminumware, radios** and **electrical fans** and a Kaffir **beer plant.** A summary listing of the possible projects named by the SEDES group is available.

NIGER—Government proposes to construct an earth **dam,** approx. 6 km. long and 7 meters high to be situated twenty kilometers from Maradi at the locality konwn as Madarounfa, for the purpose of impounding water for irrigating an area of 4,000 hectares below the proposed dam.

Excluding appurtenances, construction of the dam will require one million cubic meters of earthwork and approx. one thousand cubic meters of reinforced concrete.

Contractors desiring to participate in the bidding are requested to transmit to the Ministre de L'Economie Rurale, Service du Genie Rural, (Minister of Rural Economy, Agricultural Engineering Service), Niamey, Niger, before February 1 a resume stating: A) work performed that is similar or comparable to the proposed dam, accompanied by certificates issued by various supervisors attesting that the work was well done; B) financial references and guarantees of the enterprise; C) a list of heavy equipment available to the firm.

Terms, conditions and other pertinent details of the tender will be transmitted directly to the firms selected to participate in the bidding. Documents may be consulted, and any further information may be obtained at: The Embassy of the Republic of Niger in Washington; the Delegation of the Republic of Niger to the United Nations in New York, New York City, N.Y.; The Embassy of the Republic of Niger in Paris; and the Ministry of Rural Economy, Agricultural Engineering Service, Niamey, Niger.

PAKISTAN—The West Pakistan Water and Power Development Authority is proposing to remodel the existing **headworks** at Marala on the River Chenab.

The Works form part of the Settlement Plan being financed by the Indus Basin Development Fund, which is administered by the International Bank for Reconstruction and Development, and are to be completed by 31st May, 1968. Tenders may be issued May 1, preliminary information March 1.

Tenders will be invited for either or both of two alternative projects: one, a new **barrage** a short distance downstream from the existing weir, the other, **remodelling** of the **weir. Dredging** of the Marala-Ravi Link Canal will be included in the Works, as well as other works in connection with the two projects.

Civil Engineering Contractors of international repute who are interested in tendering for either or both of the alternative projects are hereby invited to apply for prequalification to tender.

Tenderers will be required to include in their tender for the supply and erection of the gates. Manufacturers of **sluice gates** who would like to be included in the list of approved subcontractors for the gates, which will be issued to prequalified civil engineering contractors, should also apply for prequalification to tender.

Intending contractors should give details of their resources, their experience in the construction of barrages or other similar works, working alone and not in association with other contractors, and their recent experience in countries similar to Pakistan, with the value and description of each project which they have carried out, names of employers and the consulting engineers responsible.

Civil engineering contractors who have been prequalified for the Qadirabad Barrage need not submit supporting documents, but should still apply for prequalification if they so wish.

Further particulars about the works may be obtained from either the Authority or the Consulting Engineers.

Applications for prequalification to tender should be made in writing not later than January 20 to: The Chief Engineer, Indus Basin Project, West Pakistan Water & Development Authority, Sunny View, Kashmir Rd., Lahore, West Pakistan, with a copy to the Consulting Engineers: Messrs. Coode & Partners, 2 Victoria St., London, S.W.1, England.

PAKISTAN—It is reported that Morrison-Knudsen of San Francisco submitted the low bid (reportedly $50 million) for the construction of the Qadirabad-Balloki **Link Canal.** The formal award is expected to be made within two months. Preliminary works, constructed by Pakistani firms including the main camp at Chuharkana (approx. 36 miles from Lahore), are being rushed to completion. The Q-B project, one of eight new link canals financed under the Indus Basin Development Agreement, will involve about 100 miles of canal, requiring 89 million cubic yards of excavation, plus some 154 hydraulic structures, including a mammoth aqueduct over a major irrigation canal. The flow at the head of the link canal will be 18,600 cubic feet per second.

FIELD OFFICE PHONE NUMBERS

The telephone numbers of the 39 regional Field Offices of the U.S. Department of Commerce are given below:

ALBUQUERQUE, N. Mex. 247-0311
ANCHORAGE, ALASKA. BR 2-9611
ATLANTA, GA. JA 2-4121
BIRMINGHAM, ALA. 323-8011
BOSTON, MASS. CA 3-2312
BUFFALO, N.Y. TL 3-4216
CHARLESTON, S.C. 722-6551
CHEYENNE, WYO. 634-2731
CHICAGO, ILL. 828-4400
CINCINNATI, OHIO. 381-2200
CLEVELAND, OHIO 241-7900
DALLAS, TEXAS RI 9-3287
DENVER, COLO. 534-4151
DETROIT, MICH. 226-6088
GREENSBORO, N.C. 273-8234
HARTFORD, CONN. 244-3530
HONOLULU, HAWAII. 58831
HOUSTON, TEX. CA 8-0611
JACKSONVILLE, FLA. EL 4-7111
KANSAS CITY, MO. BA 1-7000
LOS ANGELES, CALIF. 688-2830
MEMPHIS, TENN. 534-3214
MIAMI, FLA. FR 7-2581
MILWAUKEE, WIS. BR 2-8600
MINNEAPOLIS, MINN. 334-2133
NEW ORLEANS, LA. 527-6546
NEW YORK CITY, N.Y. LO 3-3377
PHILADELPHIA, PA. WA 3-2400
PHOENIX, ARIZ. 261-3285
PITTSBURGH, PA. 471-0800
PORTLAND, OREG. 226-3361
RENO, NEV. FA 2-7133
RICHMOND, VA. 649-3611
ST. LOUIS, MO. MA 2-4243
SALT LAKE CITY, UTAH. DA 8-2911
SAN FRANCISCO, CALIF. YU 6-3111
SANTURCE, PUERTO RICO. 723-4640
SAVANNAH, GA. AD 2-4755
SEATTLE, WASH. MU 2-3300

New Books and Reports

***Business Practice in the Common Market.* By Heinz Commer. Published by Frederick A. Praeger. New York, December 31, 1963. 192 pp. $6.**

Dr. Commer studies the initiative shown to date by France, Belgium, and the Federal Republic of Germany in preparing for the European Economic Community. The manual is written for the guidance of industry and trade, and is based on the experience of German and other European businesses.

It surveys the business techniques available to meet the challenge of the increasingly unified market in Europe: market surveys, production planning, trade marks and product design, rationalization and reorganization of sales, advertising and public relations, training of personnel.

The Common Market Treaty's regulations and enactments, the institutional arrangements, as well as the individual laws and regulations of the member states are considered from the businessmen's point of view.

Copies may be ordered from Frederick A. Praeger, 64 University Place, New York N.Y. 10003.

***Spanish Business Report.* (Monthly.) United Europe Management Consultants, Inc., Torre de Madrid 5-12, Madrid 13, Spain. November, 1963, 42 pp. Subscription rate $65 per year.**

Describes state of Spanish economy generally and by various sectors. Special listings of new firms being established and new projects which offer business possibilities. Emphasis given to new legislation and up-coming Spanish Development Plan. Report is one of 7 published monthly; the other 6 deal with Common Market members and the bloc itself.

***Eight European Central Banks.* Published Under the Auspices of the Bank for International Settlements, Basle. Frederick A. Praeger, Publisher. New York; 1963. 336pp. $10.50.**

A comprehensive account of the present-day status, organization and activities of those central banks which are represented on the Board of Directors of the Bank for International Settlements—that is, those of the Common Market countries, Great Britain, Sweden and Switzerland.

The 8 banks are dealt with in separate chapters, each the work of an expert from the bank concerned. The chapters have been written to a common pattern to facilitate reference and comparison. Each chapter also contains an annex with a specimen return of the bank in question and brief explanatory notes on the various items. While the book presents a full exposition of the statutory basis of these central banks, it is not a collection of statutes but an explanation of how they affect the banking system of the countries concerned. Subjects covered for each bank are: origins and legal framework; functions and objectives; structure and administration; powers and activities; and monetary policy.

S.M.

***Trade Directory of the Federal Republic of Nigeria: 1963-64.* Published by the Diplomatic Press and Publishing Co. (Diprepu). London, 1963. 188pp. $5.60.**

Describes the 6-year Development Plan, natural resources and industries, overseas trade, the Nigerian International Trade Fair, chambers of commerce and trade associations, finance and banking, transport and communications, tourism, and foreign relations.

The book's second section contains a classified list of firms, a list of classification headings and a biographical section on Who's Who in Commerce and Industry.

Copies can be ordered from the Diplomatic Press and Publishing Company, 13 Cotswold Gardens, London, N.W.2.

***Acquisition Abroad for Maximum Growth and Profits.* Prepared and Published by Business International. New York, December 1963. 40 pp. $45 (To Business International subscribers: $36).**

This survey says acquisition of already existing plants abroad is the fastest way a company that has fallen behind its competitors in international markets can catch up in a matter of months.

The need to fit acquisition plans into overall corporate planning is emphasized, and the survey describes how some successful firms have organized their international operations, communications and policies to reap the greatest possible benefits from their acquisition programs.

Copies may be ordered from Business International, 757 Third Avenue, New York 17, N.Y.

***International Handbook of Advertising.* Edited by S. Watson Dunn. Published by McGraw-Hill Book Co. New York, 1964. 788pp. $19.50.**

The editor attempts to present background material and specific guideposts for use in international advertising to plan the campaign, work out creative and media strategy, and adapt advertising approaches to the peculiarities of specific markets.

Section I is designed to present the more important principles and procedures common to most international advertising, regardless of area.

Section II, the book's largest section, discusses every major world market. Chapters treat the world's different regions, and are subdivided by country. Most of the authors are nationals of the country they are discussing.

Section III covers some of the problems inherent in the organization and administration of international advertising.

Appendixes list reference material covering expenditures by major market and by media, audience measurement services, and the names and addresses of the leading agencies throughout the world.

Order from the McGraw-Hill Book Company, Inc., 330 West 42nd St., New York 36, N.Y.

***Bottin International.* 1963. Didot-Bottin S. A., 1 rue Sebastien Bottin, Paris 7, France. U.S. Representative: Albert Spitzer & Asso., 2200 Ocean View Ave., Los Angeles, Calif. 90057. 2,615pp. $25.**

An international business register divided in two major sections: A World-by-Trades section listing over 250,000 manufacturers, producers and traders in every industry or product world-wide, listed by name and address under product, city and country; a World-by-Countries section containing for each country and every important city, selective lists of banks, hotels, insurance companies, importers, exporters, forwarders, shipping agents, advertising agencies, publishers, and others, as well as geographic, economic, industrial, commercial and administrative facts. Multi-lingual alphabetical index of all products and trading groups (English, French, German, Spanish and Italian). Includes 47 country maps and 55 street maps of largest cities.

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Calendar *for international traders*

January

14—Dinner meeting of the Springfield Export Sales Managers Assn., **Springfield, Mass.**

14—Export Educational Seminar, **Memphis, Tenn.** (first of 8 weekly sessions) Sponsors: Mid-South Exporters' Roundtable; REEC; Memphis Chamber of Commerce; SBA and Memphis Field Office. Guest Instructor: Mr. Benjamin P. Cooper, Firestone International Co., Akron, Ohio.

14—Automotive Club of Chicago, Builders Bldg., **Chicago, Ill.**

15—Monthly dinner meeting of the World Trade Club of the Greater Providence Chamber of Commerce. Lindy's Restaurant, **Providence, R.I.**

16—Export Conference on costing/pricing; shipping/forwarding; and selling abroad to be held during the National Motor Boat Show at the New York Coliseum, **New York, N.Y.** Sponsored by National Association of Engine and Boat Manufacturers in cooperation with the Department of Commerce.

16—Monthly luncheon, World Trade Council, Chamber of Commerce of Greater Pittsburgh, Penn-Sheraton Hotel, **Pittsburgh, Pa.**

17—Rotary International, **Canton, Ohio.** Noon meeting. Speaker: James G. Morton, Special Assistant to the Secretary for Public Affairs.

18—The 10th Export Expansion Conference, Cleveland Field Office, in cooperation with Cleveland Regional Export Expansion Council at the Cleveland Field Office, Federal Reserve Bank Bldg., **Cleveland, Ohio,** 10:00 a.m. to 4:00 p.m.

19-24—31st Annual Convention, Association of Wiping Cloth Manufacturers, **Bal Harbour, Fla.** Speaker: Marion Leonard, Director, U.S. Department of Commerce Field Office, Miami, Fla.

21—Businessmen's Consultations with members of the U.S. Trade Mission to Malaysia-Hong Kong, **Portland, Ore.** Sponsor: Department of Commerce, Portland Field Office.

21—Businessmen's Consultations with members of the U.S. Trade Mission to Austria-Switzerland, **Philadelphia, Pa.** Sponsor: Department of Commerce, Philadelphia Field Office.

21—Export Educational Seminar, **Memphis, Tenn.** (second of 8 weekly sessions) Sponsors: Mid-South Exporters' Roundtable; REEC; Memphis Chamber of Commerce; SBA and Memphis Field Office. Guest Instructors: Mr. Dimitri Georgiadis, Plough, Inc., Memphis, and Mr. E. W. Cook, President, Cook & Company, Memphis.

21—Memphis World Trade Club, monthly meeting, **Memphis, Tenn.**

21—Workshop on Marine Insurance. **Kansas City, Mo.,** REEC, Department of Commerce Field Office, International Trade Club co-sponsors.

21—Foreign Trade Bureau of Cedar Rapids Chamber of Commerce, Roosevelt Hotel, **Cedar Rapids, Iowa.**

22—Export Trade Seminar; to run 8 consecutive Wednesdays, 7:30-9:30 p.m., sponsored by Delaware State Chamber of Commerce in cooperation with State Department of Public Instruction, Wilmington Public Schools, U.S. Department of Commerce, Small Business Administration, State Development Department. For further details, inquires should be made to Delaware State Chamber of Commerce, 1112-14 King St., **Wilmington, Del.**

22—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **Seattle, Wash.** Sponsor: Department of Commerce, Seattle Field Office.

22—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Chicago, Ill.** Sponsor: Department of Commerce.

22—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **Los Angeles, Calif.** Sponsor: Department of Commerce, Los Angeles, Field Office.

22—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Richmond, Va.** Sponsor: Department of Commerce, Richmond Field Office.

23—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **San Francisco, Calif.** Sponsor: Department of Commerce, San Francisco Field Office.

23—World Trade Conference. Paxton Hotel, **Omaha, Neb.** Midwest Foreign Trade Assn., Kansas City REEC, Commerce Field Office and SBA, co-sponsors.

23—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Dallas, Texas.** Sponsor: Department of Commerce, Dallas Field Office.

23—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Birmingham, Ala.** Sponsor: Department of Commerce Field Office.

23—Briefing Conference on Latin American Trade and Development, **Miami, Fla.** Sponsors: Federal Bar Association, and the Bureau of National Affairs. Speaker: Clarence I. Blau, Assistant Director, BIC.

23—Monthly dinner meeting of World Trade Club of St. Louis at Schneithorst Restaurant, **Ladue, Mo.** Speaker, Dr. George Coleman, Economist, Mercantile Trust Company.

23—"Mechanics of Foreign Market Research" seminar. Sponsored by World Trade Council, Chamber of Commerce of Greater Pittsburgh, **Pittsburgh, Pa.**

23—Mid-South Exporters' Roundtable, monthly meeting, **Memphis, Tenn.**

24—Businessmen's Consultations with members of U.S. Trade Missions to Austria-Switzerland and Malaysia-Hong Kong, **St. Louis, Mo.** Sponsor: Department of Commerce, St. Louis Field Office.

24—First regular dinner meeting, North Carolina World Trade Association, Whispering Pines Motor Lodge, **Southern Pines, N.C.** Sponsors: North Carolina Regional Export Expansion Council; N.C. Ports Authority; N.C. Department of Conservation and Development; U.S. Department of Commerce Field Office, Greensboro. Speaker: Peter T. Jones, Deputy to the Secretary of Commerce.

24—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Atlanta, Ga.** Sponsor: Department of Commerce, Atlanta Field Office.

24—World Trade Luncheon, **University City, Mo.** Sponsor: University City Chamber of Commerce and St. Louis Field Office, Dept. of Commerce. Speaker: Oliver B. Bongard, deputy director, Trade Centers Division, Bureau of International Commerce.

27—Plant Engineering & Maintenance Show opens at Public Auditorium, **Cleveland, Ohio,** Plant Engineering & Maintenance Conference opens with 51 sessions, 78 speakers, 15 roundtables scheduled.

27—Importers Association of Chicago, Traffic Club, Palmer House, **Chicago, Ill.**

27—Michiana World Trade Club, Tyler Refrigeration Company, **Niles, Mich.**

27—World Trade Luncheon, **St. Louis, Mo.** Sponsor: Traffic Club of St. Louis; World Trade Club; Chamber of Commerce, St. Louis REEC, U.S. Dept. of Commerce Field Office. Speaker: Oliver B. Bongard, deputy director, Trade Centers Division, Bureau of International Commerce.

28—Export Educational Seminar, **Memphis, Tenn.** (third of 8 weekly sessions) Sponsors: Mid-South Exporters' Roundtable; REEC; Memphis Chamber of Commerce; SBA and Memphis Field Office. Guest Instructor: Mr. G. Fitzhugh Granger, International Harvester Export Corp., Chicago, Ill.

28—Monthly luncheon, Public Relations Society of America, Detroit Chapter. **Detroit, Mich.** Speaker: Dean Smith, Director, Office of Publications and Information, Bureau of International Commerce.

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